

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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NEW YORK, FEBRUARY 26, 1921

No. 9

MARCH FOURTH

INAUGURATION DAY of Warren G. Harding

the twenty-ninth President
of the United States of
America and

of The Mystery of the Sycamore

the twelfth "Fleming Stone"
Detective Story Success by
CAROLYN WELLS

The author has unsurpassed genius in creating plots and incidents that are unusual, bizarre and baffling. Each new "Fleming Story" is original and different. It is this quality (vital to popularity) that holds her host of readers and is winning new admirers each season. Price \$2.00.

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H. W. Boynton in "*The Weekly Review*"

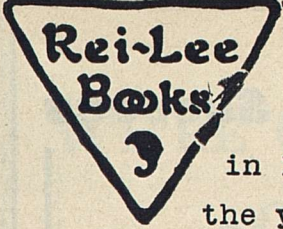
"A human comedy in the great sense. All the elements in that seething pot of central Europe are embodied and blended in this extraordinary tale, which no modern can afford not to read. The English of the translation is especially good."

Second printing—2 vols.—787 pages—\$5.00



J. Wassermann

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Books

FIVE MILLION AMERICANS

Read Edgar A. Guest's daily verse
in 140 American newspapers every day in
the year

150,000 copies

Of Edgar A. Guest's Books of Verse
were sold in American book stores in 1920,
We believe that 300,000 copies will be sold
in 1921. Are you getting your share of
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Edgar A. Guest

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affections, the hopes, the sympathies, the
aspirations, of the commonality of men, as
we, all of us, would like to express them
if we but knew how. He gives to our muteness
a voice, and we recognize the voice as our
own. He tells us nothing that we do not
already know, but he reminds us, day after
day, in words that are both understandable
and musical, that those things within us
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Is the title of Mr. Guest's new book
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- ☐ Gift edition. Illuminated Tooled Fabricoid, slip cases, \$3.00

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Published February 11th

—At Once A Notable Success

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By

"A Gentleman with a Duster"

8° Twelve Portraits \$2.50 net

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Estimates of Lloyd-George, Lord Carnock, Lord Fisher, Mr. Asquith, Lord Northcliffe, Balfour, Lord Kitchener, Lord Robert Cecil, Winston Churchill, Lord Haldane, Lord Rhondda, Lord Inverforth, Lord Leverhulme.

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"Indeed a credit to American scholarship and American criticism."—*N. Y. Times*.

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Industrial science involves more than the principles of mechanism and more than the layman's smatterings of the workings of the human mind, and with this in view the author has here endeavored to successfully apply the principles of psychology to industry and commerce.

12°. Illustrated. \$1.75.

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By Gareth Garrett

"A strange book—not fiction, not allegory, not hard stuff—it sets light at the heart of a matter that has made the world mad."

12°. \$1.75.

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NEW YORK
2 West 45th Street
Just west of 5th Av.

G. P. Putnam's Sons

LONDON
24 Bedford Street
Strand

WE'RE GOIN' TO CELEBRATE OUR BIRTHDAY

Looking back over fifty years' of co-operation with the book-trade we take some pride in our achievements—the while we smile at many a floundering attempt. December, 1921, marks the end of our fiftieth year and we're going off this fall on one more grand delightful enterprise.

You're Invited

Frankly, we have never yet seen anyone fully solve the problem of a real co-operative Christmas book catalog representing first and foremost the interests of booksellers while it rallies to its support the best display "copy" advertising experts can produce. We're going to make that attempt. We're going to place the whole organization of the PUBLISHERS' WEEKLY back of the movement to give you a "Books for Presents" catalog that will really represent YOU and your stock, Mr. Retailer. You're invited to join in. We'll send you details on application.

You'll Want the Next "Christmas Bookshelf"

It's going to have the greatest cover ever.

It's going to have the finest flavor ever.

It's going to represent truly the live American Bookseller.

It's going to be a worthy climax to a notable book year.

The Publishers' Weekly

(1872—1921)



LITTLE, BROWN & COMPANY'S

MARCH 19th PUBLICATIONS



*The long-awaited new Cape Cod story by the author of
"The Harbor Road"*

FLOOD TIDE

By SARA WARE BASSETT

The lure of Cape Cod is strong for Miss Bassett, and for the setting of this new story she has returned to the little seaside town of Wilton, wherein dwelt Zenas Henry and the captains three, those well-known and well-liked characters of her earlier books.

This charming love story with a splendid wrapper in full color process should meet with an even wider sale than Miss Bassett's previous Cape Cod story, "The Harbor Road."

With frontispiece. \$1.90 net.

A Western novel of rare merit

THE KNIGHT OF LONELY LAND

By EVELYN CAMPBELL

Go adventuring with this Sir Galahad of the cattle ranges and you'll find real romance. All the elements of a good story are here: the pathos of a proud girl's unwitting dependence upon the bounty of a stranger; the humor of a cowpuncher's honorable deception; the swift march of breathless adventure; the intrigue of the lawless; the compelling interest of a superb love story.

With frontispiece. \$1.90 net.

For the student of The League of Nations

THE FIRST YEAR OF THE LEAGUE

OF NATIONS *By GEORGE GRAFTON WILSON*

In this authoritative book the Professor of International Law at Harvard University has summed up in accurate and concise fashion the results obtained by the League of Nations during the first year of its existence. The full text of the covenant of the League of Nations is given in an appendix. \$1.25 net.

LITTLE, BROWN & COMPANY, Publishers, BOSTON

Jackson Gregory's Best

CHARLES SCRIBNER'S SONS

will publish, early in April

DESERT VALLEY

A NEW NOVEL

By Jackson Gregory

Author of "Man to Man," "Judith of Blue Lake Ranch," etc.

This powerful new story from this well known novelist's pen will be bought widely,—first, because his other books of steadily ascending merit have taught a large following what to expect from him,—and, second, because

It's the Best Thing Gregory Has Ever Done

The elderly professor gets discharged—starts life anew with his pretty daughter in the gold mine regions of the Southwest—applies science to his prospecting and beats the hardened Westerners at their own game.

The reputation of its author, the nature of the book and its own intrinsic merit will make

DESERT VALLEY

One of the Big Sellers of the Spring

\$2.00

CHARLES SCRIBNER'S
Fifth Avenue at 48th



SONS, Publishers
Street New York



FEATURE BOOKS for the *March HARPER Window Service*

Here are the books that will be featured in the March Harper Window Display Service, the second of our series to help you sell more books. This new service, which will reach you in March, is just as effective as the January Display that featured Zane Grey's "The Mysterious Rider." There's a *reason why* each of these books are expected to sell and we'll help you to sell them.

Star Dust

(Her first novel)

Fannie Hurst

Why Fannie Hurst's *first* novel will sell—Because it is Fannie Hurst's *first* novel. Because it is the *first* novel of a great American short story writer who is compared with Kipling and O. Henry. Be-

cause of Fannie Hurst's genuine popularity with booklovers. Because *Star Dust* is a *great, first* novel. Publication Date, March 28th. \$2.00 net

The Seventh Angel

Alexander Black

Every buyer of "The Great Desire"—and it's selling in unusual quantities—is a reason why "The Seventh Angel" by the same author will have a great sale. Alexander Black has built up a tremendous audience of his own, that understands and

likes his books. "Should a girl reveal to her dearest woman friend the fact of a past mistake?" This and other vital questions are discussed against a background of New York's feverish activity. Published February 17th. \$2.00 net.

Scattergood Baines *Clarence Budington Kelland*

Scattergood Baines will appeal to all those people who bought David Harum—one copy right after another, for themselves, their families, their friends. He's the same kind of a lovable, young old man, shrewd and humorous—who "takes" with

everybody. We honestly believe that Scattergood will become one of the most popular characters of fiction. An American book if there ever was one. Publication Date March 3rd. \$2.00 net

The Madonna of the Hills

Arthur Guy Empey

A novel that's easy to talk about—great plot, real thrills, a love story that is a love story. An Empey story that is not a war story but told with the same vigor and punch that sold "Over the Top."

A feature film of this story soon to be released will make people ask for this book. A novel that's easy to read, too—it has all the elements of a popular seller. Published February 1st. \$2.00 net



The Pre-eminent Work on Corporation Finance

The Financial Policy of Corporations

By ARTHUR STONE DEWING, Ph. D.
Assistant Professor of Economics, Harvard University

IN FIVE VOLUMES

I. Corporate Securities—II. Promotion—III. The Administration of Income—IV. Expansion—V. Failure and Reorganization.

**Covers Every Aspect
of Corporate Finance**

This work is a practical study of the financial structure and the financial problems of business corporations. It covers every contingency normally arising in corporate finance. The author's wide experience, combined with intensive research, has enabled him to present the accepted principles of modern finance and to illustrate the work with innumerable notes and precedents. Its accuracy, thoroughness, and authority make it of unusual value to all who have financial questions to decide.

**Appeals To Every
Business Man**

Every business man in your community is a possible prospect for this work. The knowledge which it offers is indispensable to bankers and corporate executives. It will help corporate employees to prepare for responsible positions. Accountants need the work for reference. Men conducting a business must understand corporate activities to protect their interests in business transactions and in making investments. National advertising is creating a demand for this work. It offers you unusual possibilities for ready sales.

Write for Sales Material

Published 1920, Five volumes, 953 Pages, Cloth Binding, Price \$12.00. The volumes are not sold separately. Descriptive folder with your imprint and selling plans furnished on request. Write now for complete information.

THE RONALD PRESS COMPANY

Publications on Business

20 Vesey Street

New York City



Lincoln's Boyhood Prayer

GOD help mother, help
father, help sister, help
everybody; teach me to read
and write; watch over Honey
and make him a good dog;
and keep us all from getting
lost in the wilderness.

Amen!

From
The BOYHOOD OF
ABRAHAM LINCOLN
By J. ROGERS GORE

The Boyhood of Abraham Lincoln

Attractively bound. Delightfully and fully illustrated with photographs of scenes connected with Lincoln's boyhood.

is the authentic, simple narrative of Lincoln's boy life in Kentucky, as told by the man who was the only playmate Lincoln ever had and who knew the boy better than he knew himself. This new Lincoln volume is filled with new and delightfully interesting material, including a graphic and touching account of the great man's birth that has never been printed before.

THE BOBBS-MERRILL COMPANY

Publishers Established 1838 Indianapolis

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

February 26, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Printing Situation

THE development of healthier conditions in publishing is undoubtedly being greatly retarded by the feeling on all sides that the present wage scale in the printing industry is impossible to maintain. Wages went steadily up as the cost of living went up, and now that these costs have rapidly fallen there has been no reopening of the subject. Publishers have hundreds of books that are out of print, because they cannot be put thru the presses at any price that would insure a sale, and they feel that with costs adjusting themselves in every other quarter the cost of printing, which is so largely dependent on wages, must find readjustment before full headway can be made.

In some fields, such as electrotyping, there has been the feeling that the shop itself was taking too large a margin, but in the printing field wages must go down before better prices can be had, and until better prices are had scores of undertakings will be held up. Many shops in New York are now running with fewer employees than usual, and one or two of the large book producing shops have had to shut down for longer or shorter terms. The Employing Printers' Association has voted to take the matter up, and some concerted effort should be made by the publishers to bring to the attention of the Unions the effect that these scales are having in holding back the readjustment of business.

The need of readjustment is particularly important in the less skilled help. A pressman who spends a long apprenticeship before becoming a skilled operator is now getting but a fraction more than the feeder whose work can not be compared with the other in the demands it makes. Some unskilled labor is getting three times what it was three years ago, bringing it to a level that has no justification in consideration of the preparation that is needed to learn the trade.

The award of the printing increase in December was entirely out of keeping with the obvious conditions in all industries, and, unless the employees wish to see very long periods of idleness among many of their fellow craftsmen, they should certainly be open to argument on the question of the wage scale.

Book Manufacturing Costs

THE costs of book manufacturing have so far not receded any from the levels of last fall, except for slight recessions in paper, due to the lessening demand. These recessions have brought the price down to about where paper was a year ago.

The publishers, thru their Association, have been making very careful investigation into the problem of decreasing costs in all of the various fields that touch book prices. The cost of photo engraved plates has been as large an item of increase as any, a cost that has been, of course, even more keenly felt by the magazines than by book publishers. Wage scales in these shops have risen as high as sixty to seventy-five dollars a week, due to the demand and the scarcity of labor. As the demand is now greatly lessened, both periodical publishers and book publishers are insistent on lower levels of cost, and there have been reports that some of the shops are lowering prices in the form of special discounts.

The level of printers' wages is to be opened up by the Employing Printers' Association of New York, according to the agreements with five of the Unions which specify that the wage agreement can be reopened every six months, if there has been a change of at least five per cent in the cost of living. There will undoubtedly be shown a very much greater change than this between October 1st and April 1st. This agreement to open scales every six months is not in the contracts with the Typographic Union Number Six, the most important Union touching book costs, nor with the mailers, nor the women in the binderies; but, in so much as Big Six opened up the wage scale during the war stress, in spite of the dates of agreement, the reverse ought to be acceptable to them now.

A decrease in hours from forty-eight to forty-four on May 1st is expected in New York, altho many shops and employers are protesting against the carrying out of this plan as the consumers of printing are in no condition to carry an increase such as a ten per

cent change in hours would mean. One big Chicago plant has changed its hours from forty-eight to fifty.

Better Business Standards

THE recent convention of the Better Business Section of the Advertising Clubs of America brought to public attention the progressive work that this association has carried forward in organizing public opinion in favor of more accurately worded advertising.

The field of book publishing has not recently reexamined itself on its professional ethics, but it is not a bad habit for a trade to look over its trade customs occasionally and make improvements. For as many years as publishers can remember there has been continual discussion as to the proper use of the word "edition." In reality the word would seem to mean a revision or resetting of a book. In practical trade advertising it has often come to mean a reprinting of the book, and the announcement of the fifteenth edition of a novel certainly does not imply fifteen revisions.

Many times the word "printing" is used in place of edition, and it seems as tho this was the more accurate description of what it means to send a book back to the presses again. It is always practical to state the exact number of thousands that have been sold, but an accurate statement on the back of the title page of the number of times the book has actually been back on the presses for another run would seem to be better than an indefinite statement of new "editions."

As to the wording of publishers' advertisements and the extravagant claims some put forward, criticism of such statements is often beside the point, as no two people would agree as to what book was "a notable new novel" or "a history of the first importance." Publishers usually learn, just as other business men learn, that too extravagant praise defeats its own end, and even extravagant praise that can be put in quotation marks is not effective unless it can really be expected to convince the reader.

The Blazed Trail

When doubtful what to read it helps
To watch for William Lyon Phelps.
Blazoned along the fictive trail,
Blue blazes eloquent of Yale.

—KEITH PRESTON in the Chicago *Daily News*.

Booksellers Elect Officers

THE Philadelphia Booksellers' Association, at its January meeting held at the Franklin Inn Club, elected the following officers for the year 1921:

President—Charles Sessler.
Vice-President—Peter Reilly.
Secretary—Rudolph G. Kornbau.
Treasurer—Wm. M. Bains.

Three directors were elected for a term of three years as follows: Ellis W. Bacon, J. B. Lippincott Company; Walter Cox, Wana-maker's; P. W. Warner, Leary's Bookstore.

George W. Jacobs was elected to fill the unexpired term of H. B. Meyer, formerly of the American Baptist Publication Society.



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

The Mysterious Rider, by Zane Grey. *Harper*.
Main Street by Sinclair Lewis. *Harcourt*.
The Age of Innocence, by Edith Wharton. *Appleton*.
The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan*.
A Poor Wise Man, by Mary Roberts Rinehart. *Doran*.
The Top of the World, by Ethel Dell. *Putnam*.
Potterism, by Rose Macaulay. *Boni*.
The Trumpeter Swan, by Temple Bailey. *Penn*.
No Defence, by Gilbert Parker. *Lippincott*.
The Captives, by Hugh Walpole. *Doran*.

GENERAL

Autobiography of Margot Asquith, by Margot Asquith. *Doran*.
An Outline of History, by H. G. Wells. *Macmillan*.
White Shadows in the South Seas, by Frederick O'Brien. *Century*.
Now It Can Be Told, by Philip Gibbs. *Harper*.
Roaming Through the West Indies, by Harry Franck. *Century*.
The Americanization of Edward Bok, by Edward Bok. *Scribner*.
Pipefuls, by Christopher Morley. *Doran*.
A Straight Deal or An Ancient Grudge, by Owen Wister. *Macmillan*.
The Story of Opal, by Opal Whiteley. *Atlantic*.
Theodore Roosevelt and His Time, by Joseph Bucklin Bishop. *Scribner*.

Prize Article in the Publishers' Weekly Competition

How to Stock the Bookstore

By Hester R. Hoffman

[This article has been awarded the \$25 prize offered by the PUBLISHERS' WEEKLY to assistants in bookstores. Miss Hoffman is an assistant in the Hampshire Bookshop in Northampton, Mass.]

HOW would I stock my bookstore? Would I choose to stock a large shop or a small one, in a large city or in a small town? Would my own favorites only have to be dusted for years, deter a proper turn-over and finally find an ignominious end on the bargain table?

My shop! I choose it to be rather a small shop (where I should never have to order twenty-five copies of William James' "Letters" as the first stock); I choose to place it in a medium-sized college town (where books and bookish tastes have had some encouragement to develop—I am not a pioneer); I choose that it shall be comfortable with willow chairs, low shelves and many tables and secluded nooks where the books may be perused at ease (in such a shop I am an assistant now, and such a shop is fun to stock).

In imagination, I now begin to fill those vacant shelves; the sections are already labeled—over there is the Poets' Corner and here the Drama shelves; my capital is sufficient to give a representative stock to each department, "something old, something new."

Knowledge Required

In the beginning we will grant that I have some knowledge and conception of standard works. No one should stock a bookstore if he has not from earliest infancy lived his life in and among books. Books cannot be bought like other merchandise. They must be read. They must be understood. Education and libraries do their part in the firm establishment of one's earliest ideas of the standards. In later days a catalog like the one from Oxford Press becomes an endless treasure cavern where the standards on subjects that one knows nothing about are constantly being unearthed, their ancient mold only enhancing their golden worth.

The keeping of standard books should be included in the policy of the bookstore, unless, indeed, the shop has labelled itself definitely, "New Poetry" or "New Thought." The public, at least some part of the public, wants to be able to get certain standards easily, and this desire the stock of the shop should try to meet. The shop's duty and usefulness to its community should be one of its first principles; and the second, familiarity with the standard books and the keeping of a well-chosen, representative stock of them. Denham's couplet is a good guide in the choice of this stock,

"Books should to one of these four ends conduce,

For wisdom, piety, delight, or use."

The selection of editions for the older books is fascinating to the buyer who is eager to have the best, some of the more expensive editions as well as the cheaper volumes for the careless student forced to read or the enthusiastic book-lover who is perhaps educating himself. A few full sets, like the Nelson quarter-morocco "Eliot," a few remainder sets,—but in general my stock of standards will be those sets that may be acquired volume by volume, in limp leather for charm and temporary usefulness, in substantial cloth for permanent library use.

The Classics

Many book-lovers know the joys of watching a set of Kipling expand to fill a long book-shelf, having had a modest beginning in one small corner. "Everyman," "Nelson," the "World's Classics" contain many of the necessary titles. Delving among the stocks of the public libraries may reveal some interesting editions, but alas, many of them are now out of print, especially the English ones. In the search for suitable editions (and the standards should be represented by several), I should look forward with great interest to a copy of "Vanity Fair" ordered for the sole purpose of seeing and handling it, of deciding whether Thackeray is fittingly represented or whether, tho cheap, its print is good and it would meet the needs of that young Norwegian line-man.

Some of my classics must be hand-bound "Zachnsdorf," beautiful to look upon, their leather covers to be opened with reverence, their pages to be turned with care. Here is Keats in blue levant, hand-bound, exquisitely printed. Some poetry lover will dream of that and finally own it. Then, too, some of the standards especially in the children's department, must be depicted by the best illustrators, Parrish, Rackham, Dulac and the moderns, as well as by Tenniel, Greenaway, Cruickshank and the others. A few Moshers, the Oxford collections, the Cambridge poets, and just one or two old rare books,—my stock of standards begins to look representative. But I shall always examine the stocks in other stores still watching for some different edition, which was not adequately described in a publisher's list or has escaped notice entirely.

This part of the book stock is slow-moving, but should nevertheless be watched with care. The scorn of the customer who finds the store without a single edition of "The House of the Seven Gables"! And if some youngster feels

suddenly inspired to read "Nicholas Nickleby," in this age that is forgetting Dickens, my bookstore must not lack a reasonably-priced copy that doesn't look like a school book. I should watch the publishers' lists and the PUBLISHERS' WEEKLY for any new standard editions that may come out, hoping, too, that some of the old editions may be reprinted—if paper ever comes down, if printers are ever satisfied with their wages. Special orders may be a source of discovery of unknown standard editions, of some unrenowned or temporarily forgotten authority. I rush to the "Cumulative Index," thence to the "Trade List Annual." Why did I forget "The Origin of Species"? A lecture, a play, a movie may create a demand for some little-known or even well-known standard book that has for some reason or another not found a place on the shelves. Hugh Walpole proclaims "Wuthering Heights" as the first English novel that unites realism and idealism, as well as a favorite book of his own. Immediately thereafter the stock, consisting of one copy each in *Everyman* and *Nelson* is exhausted, and I telegraph for more. A Brontë as best seller!

Abreast of the Times

The standards are the background. They must and shall have their habitation in my shop. They are comforting, reassuring, necessarily the darker setting, those heavier pieces of furniture, sure of their solidity and worth, only waiting to be useful, ever ready to disclose a secret panel or some hidden beauty to the curious questing reader.

Again I scan my shelves. They begin to look bookish but not modern. Were all authors dead before the beginning of the twentieth century? I hastily fill in the gaps between the glorious Victorians and the most modern moderns with authors who have proved their worth within our memory. Here in the standard fiction shelves in the space that is left by Austen and the Brontës, Dickens, Thackeray, Scott and the others, I hastily find room for Meredith and Hardy, Kipling, Conrad, O. Henry and Mark Twain. And here at the end of the alphabet is a nook for Oscar Wilde. Will the rest of that illustrious company admit him?

The classics are the classics. They occupy their place by their proven right. They lend an atmosphere of bookishness, of dignity, they should be well-beloved; but the modern shop (not the second-hand bookstore, which can be oppressively dusty or delightfully, mustily dusty with old books)—the modern shop, dealing in new books must keep pace with the times. It is the choice of the new publications that gives a shop its personality. The classics have already been chosen for me. "What a sense of security in an old book which time has criticized for us!" What are the chances that I am now choosing a future classic? Will "Chimney-Pot Papers" be included in some future English essay course with "The Essays of Elia" and "The Confessions of an Opium-Eater"?

In buying new publications I should follow these principles: my choice would show to the best of my poor ability the desire to keep up with the public's newest interest; I should try to influence my customers to buy better books, but would keep among the fiction a few so-called "wholesome" stories for those who demand that sort of thing; my selection should be governed by the community and its interests. If a best seller insists upon being a best seller, tho to my taste worthless, far be it from me to discourage its sale. If it is worthless I may give an opinion if asked for it. The final principle—being familiar with the new publications and being at all times willing and interested to make inquiries for questioning customers. The stock exists to be sold, the right thing must be there to sell, our public must be amused as well as instructed.

Granted that such principles are good, the choice is not easy. Oh, for the safety of the already-chosen standards, but oh, the excitement of the undiscovered, the unexplored new! The PUBLISHERS' WEEKLY I read diligently. It announces forth-coming books of interest, it reviews them, it advertises them, it announces their progress. When their titles cease to appear there, I know that they have passed, that others have taken their place. If I am to make an intelligent choice I must read the reviews and book notices in the *Times*, the *New York Evening Post*, the *Bookman* and in any local papers, whether the account is or is not of value as criticism. What a pleasure to produce for an inquiring customer on Monday morning a book reviewed in the Sunday *Times*!

The salesmen, the publishers' lists keep us in contact with the new books, but it is only by constant watching of the public interest, by the personal reading and handling of books that the choice can be made: reading some books entirely, scanning others, reading the table of contents, the description on the wrapper, the publishers' notices. Personally I refuse to skip, I want to read what I think that I will like, and enjoy it. The *Book Review Digest* and other channels of that kind have to furnish the rest. It is curious how this customer, a middle-aged woman, always wants to know which of the new novels on the front table you, personally, have read, and how she demands on your oath and bond that the man to whom she will give the book for an ocean voyage will be sure to enjoy it. But this is selling, not buying.

New Books

If the stock of standard works must be watched more or less carefully, the stock of new publications should be checked every day. Perhaps my first order for "Potterism" and "Main Street" was conservative. That first lot vanished a few hours after its arrival, the notices and reviews have been good and are growing better, there is the advantage of an extra discount in ordering twenty-five copies. I am sure that I could sell twenty-five copies of "Potterism" myself. I should order care-

fully on those items that sell slowly and re-order sparingly on those that are growing older.

There are always new books, perhaps not better than the old, but new. Moving from the front tables and counters, as a book ages it should find its place in the shelves of a more or less permanent stock or lacking worth or present interest, be sold quickly at a mark-down. There are certain books that shall sit snugly on my shelves—"Jungle Peace," "Far Away and Long Ago," "The Amenities of Book Collecting," "Pebbles on the Shore," "Old Junk"—there are more on my list. I like to think of keeping Christopher Morley in his rightful place in the middle of the essay section. He is a friend to the bookseller, a tempter to the book-buyer. I want to read and keep all the books that he writes about, all the books that he writes.

I want to keep Lincoln and Roosevelt as bulwarks of Americanism in the biography section. I must have some of the good older novels like "The Old Wives' Tale," "Tono-Bungay," "The Man of Property," "Lord Jim." I must have Barrie for the whimsical, Shaw for the cynical, Algernon Blackwood and Ambrose Bierce for the lovers of ghostly thrills! These shall welcome the foreign novelists, Couperus, Lagerlöf, Bojer, Dostoevsky and the other great Russians. I'll give the new poets a fair chance too, and the younger dramatists and novelists.

Ordering of new books means watching the country, its present interest, whether it be the war, psychic research, labor unrest, business conditions, foreign relations. The bookstore must have the books on the subject. Who

would now be without Margot Asquith or Wells "Outline of History"? Ordering of new books means watching the community, the town, its activities, its lectures, its plays. The publishers are often glad to send the books of a famous man on consignment when he is to speak.

What book is that interesting person asking for? Something not in stock but to be ordered. Will he create a demand for it? Suppose we order an extra copy and find out what it is. What is being read in New York, in other sections of the country? What would and what should interest the people here? These questions I would constantly ask myself.

There is a customer for Masfield's newest poem, for a good new detective story, for the plays of Aeschylus. The book-shop performs a public service, it must make people want to read, to "buy a book a week," it must be the literary center, awake and alive, it must introduce the author to his public. Its stock must combine the worth of the old with the interest of the new.

A book-shop is known by the books it keeps. From them it derives its personality. That personality cannot be entirely commercial, it must be book-loving. Such a personality I should try to represent by my stock. Such would be my book-shop, such is the one in which I work, for these are not at all my original ideas. They have been in practice in a certain shop for a number of years. I am simply recounting them, for in assistants such principles and methods create enthusiasm and love of bookselling; in an ever-widening circle of customers, they create pleasure and a love of book-buying.

The Story of Paper

By Benjamin S. Van Wyck

II. Paper Making in England

[The first instalment of the Story of Paper—"From Papyrus to Machine Made" appeared January 22.]

BEFORE proceeding with the story of the advent of the paper machine, let us pause for the moment to review some of the events in the publishing field which had a strong bearing on the development of the paper industry. From the early part of the 16th century down to the beginning of the 19th there was a steady decline in the quality of paper and printing used in books, primarily because of the trend toward popular education which required paper and printing in quantity and at the lowest possible price. To be sure, there were producers of fine editions who tenaciously clung to ideals, resulting, happily for us, in exhibits that are an inspiration to-day to those who are earnestly trying to build books that will be bought not only for the quality of the contents but for their desirability as personal possessions from the standpoint of appearance.

The first improvement, noticed in a general way, of the books produced very late in the 18th century, was in the binding. Later, after the introduction of the paper machine (1801-1815) which supplied the needs of the magazines and newspapers of the day, the quality and texture of the hand-made variety used in books improved, for the obvious reason that machine production of the cheaper grades forced the hand-paper makers to fight for their very existence, and the production of better paper was the best means of meeting the exigencies of the moment. With this improvement in paper and binding came a very marked change for the better in the printing and design of type faces. While these conditions did not mean a return to the ultra artistic productions of the Renaissance period, nevertheless they had a steady influence in the right direction.

The inventor of the paper machine who made possible the production of paper in

quantity, of suitable quality at the start for newspapers and magazines only, was one Nicolas Louis Robert, a Frenchman, employed in the printing establishment of François Didot. He later became an employee of St. Leger Didot, brother of François, and owner of the Essonnes Paper Mill. It was at that mill in 1798 that Robert began the construction of the machine which soon was to startle the paper-making world and practically revolutionize it. At the start, Robert met the usual opposition, not only from the workmen but from some of the men close to the brothers Didot, which made his path all the more difficult. In 1799, the machine began producing paper of indifferent quality in continuous lengths of from forty-five to sixty-five feet. As this machine did not have any drying or water suction equipment it was necessary to dry the product in lofts which were designed to take care of sheets not much larger than 24 x 36 inches. Naturally these deficiencies helped raise the measure of complaint against mechanical production. The workmen soon realized that with the commercial introduction of this machine their services would be either curtailed or discontinued, and the pressure they brought to bear on the management forced Robert to suspend his work temporarily. Luckily for him, the government of France became interested at this moment, awarding him a bounty which permitted him to exist. To proceed with his work, he was compelled to sell his patents outright to St. Leger Didot, the sum being 25,000 francs, to be paid in installments over a period of years. Didot quickly tired of the arrangement and in 1801 the patent rights reverted to Robert because of non-payment.

The Fourdriniers

Prior to the release of his claims on the machine, Didot had attempted to influence British capital thru his brother-in-law, John Gamble, who was close to Henry and Sealy Fourdrinier, wealthy London stationers. He sought money in England due to the collapse of the French financial system, the franc having depreciated in value to such an extent that it caused widespread bankruptcy and distress. France for a period of ten years (1790-1800) had been a seething caldron in which the monarchy was destroyed, the revolution born and the Bonapartist movement so well under way that foreign wars were the order of the day. England was the only country that stood out against Bonaparte, and her great battle fleets saved the day for her. Quietly, and with steadfastness of purpose, a great industrial achievement was brought to the world at a time when the civilized nations were at each others' throats or defending their own; when to finance any project meant almost certain loss of capital invested. Robert thru Didot finally disposed of his rights in England to the Fourdriniers and, so far as it known, Robert died in poverty, his invention bearing the name of another.

The Hollander, a beating machine for the mechanical preparation of pulp, was not brought to a high state of perfection until the year 1800, altho it had been introduced into England about 1770. It was fortunate that this piece of equipment, so important to the paper maker, was fully established when the first paper machine started, for without it the mechanical contrivance invented by Robert would have been sadly handicapped, as it is obvious it would have been almost impossible for hand methods to supply sufficient pulp to keep the paper machine in continuous operation. The Hollander in use at that time was, in an elementary way, much the same as the modern equipment which takes the form of an open cistern, oval shaped, with a partition lengthwise in the center but not running the full length which permits the stuff to circulate and during this circulation passes between a bed-plate and a large roll faced with a series of knives. The roll propels the stuff about the cistern; the main purpose, however, is to beat the pulp to the desired consistency.

The Dandy Roll

The Fourdriniers, immediately after obtaining the patents from Robert thru Didot and John Gamble, received full rights from the British Crown for a period of seven years to build paper machines and produce paper therefrom. In 1803 they employed Bryan Donkin, an engineer of note, to perfect the machine. The same year the first machine to make a continuous reel of paper was started at Frogmere, Herts. The cost was estimated at \$7000. A second machine was built with many improvements at Two Waters mill, Hereford. Both machines were rather small, the second machine having a wire sixty inches wide, capable of producing a sheet thirty-eight to forty-two inches in width. In 1804 English hand-paper mills were producing 15,000 tons of finished paper and the paper machine finished only ten tons. It was not until 1823 that machine-made paper production caught up with the hand-made. Each produced approximately 12,700 tons. With each successive year the hand-made tonnage decreased, the machine-made increasing by leaps and bounds as one might expect.

What happened to the Fourdriniers and others associated with them in promoting and building these machines? John Gamble lost all his money at the St. Noets Mill and sold out his share of the investment to the Fourdriniers in 1808. At the expiration of the seven years the House of Lords refused an appeal of renewal of the patents made by the Fourdriniers on the ground that they were not the original inventors. This decision allowed any mill or machine foundry to build paper machines, obtaining without payment all the advantages of the experience and money spent by the Fourdriniers. As a result, both brothers lost their private fortunes and died in want. To be sure this part of the paper machine bears their name and to them some credit for their contribution to the paper-making industry is acknowledged by posterity in calling the wet

end of the present day machine, the Fourdrinier.

In 1808 another machine was invented which is generally known as a cylinder machine. It is useful, but the quality of its product does not compare with that of the Fourdrinier equipment. Both types of machines were much improved when Crompton, of England, introduced the use of steam-drying cylinders and circular slitter knives. The Fourdrinier was greatly benefited when the Dandy Roll was invented by Marshall in 1830. This woven wire roll assisted in removing some of the surplus water from the sheet and also made possible the production of laid marked paper on the paper machine. Its great achievement was, of course, the watermarking of machine-made paper, and whenever marking is required it is this roll that carries the name or design.

Rags and Straw

Improvements, detail by detail, in the development of the paper machine have been continuations of the ideas exemplified in those made in the period from 1800 to 1830, but in principal of design the machine of today is practically the same as that in use in the year 1830. With the refinements constantly being applied to the paper machine the serious defects in the quality and character of the mechanical product disappeared. In the early part of the 19th century discussions and controversy were rife between authorities on paper-making, for and against the machine quality. Most of the trouble was due to the lack of knowledge in preparing the pulp. Too often the pulp was ground to a consistency so fine that the fibrous quality was to a large degree destroyed, resulting in a poor grade of paper whose permanence was questionable. Excessive amounts of bleaching agents, clay and other chemicals also contributed in handicapping the machine-made paper industry, and it took many years to overcome the prejudices, altho the low cost of production made possible sales prices that could not be ignored by the buying public even tho the hand-made variety was of superior quality.

Until 1860 rags were the principal raw material of the paper industry, but the matter of supply had become a vexing question as early as 1780. Various paper manufacturers were trying to utilize different vegetable growths but little success was obtained, altho Matthias Koops, an Englishman, in 1801 published a book on the History of Paper Manufacture, the paper of which was made solely from straw; a few pages made from wood-pulp were appended. This book is in a fine state of preservation, despite the fact that seemingly no particular care has been exerted to keep it so. A copy of it is obtainable from the Boston Public Library for common reference use. A large number of pages are quite yellow but a few reveal what the original color must have approximated,—a cream shade of not unpleasant depth. The strength appears to be unusually good for a straw

paper now one hundred and twenty years old. It was an agreeable surprise to find that not a page of this book was marred in any way by the readers who apparently had sufficient regard for its preservation not to test the paper for tearing strength or subject it to other tests commonly known to those identified with the paper industry. No doubt, their fingers itched to put the sheet thru its paces.

If straw was a possible manufacturing substitute why was it not in use then and why not now? The cost of pulp made from straw at the beaters was too high as compared with rags. It is to-day the reason why many substitutes which are manufacturing possibilities are not being used in the place of wood.

England recruited her rag supply from all the countries of the old world, the most desirable quality for general manufacturing being the homespun linens coming from the south and west of France. It was not until 1860 that Esparto grass previously used for the manufacture of baskets came into general use as a pulp making material. It was a success from the start. In 1861 the importation was 16 tons; in 1887, approximately two hundred thousand tons. The grass is indigenous to Algiers, Tripoli, North Africa and Almeria in Spain. In these places if the growth is carefully cultivated a harvest may be made twice yearly without injury to future crops. The Spanish Grass or Esparto plant attains a height of three or four feet, the leaves varying in length from six inches to three feet. The tenacity of fibre is particularly noticeable, but only when the leaves are quite matured. It is at this stage that they are best suited to the needs of the paper-maker as the immature fibre produces a paper of semi-transparency which is obviously objectionable. The leaves are gathered in the summer time due to the fact that they are most desirable when in their dryest state, first, for reducing the leaves to pulp and, secondly, because the less moisture the lower the cost of transportation to the mills. It is reported that as little care is being exercised to harvest the supply of Esparto grass properly, thereby conserving the future supply of this valuable material for the paper maker, as we in this country are accused in not husbanding the supply of wood.

Esparto Grass

The paper made from Esparto, while having some characteristics of that made from wood, nevertheless is so soft, pliable and unusually high in bulking quality that it is quite easy to differentiate it from the latter. This sheet is distinctly British and is likely to remain so, as England has virtually controlled the harvesting and sale of the raw material. There is a curious reason for it, too. When she first recognized the value of this product her world trade was the only one that could assure to the countries exporting it a consumption of other commodities which of necessity must be heavy, as the grass bulked to such a degree that there was

not sufficient weight to ballast the vessels properly. In addition return cargoes were arranged for, which simplified the transaction for the exporters and added many items to Britain's list of barter and exchange. The British novel is familiar to you all, and you have, no doubt, noticed its high bulk and

light weight. This is entirely due to the pulp of the Esparto grass.

[The next instalment in the story of paper will be the story of the development of the paper industry in our own country and the beginning of the breaking up of the industry into divisions of which our interest lies in the one specializing in the production of paper for books.]

Another Author Canvas

EVERY once in a while some new analysis is made of the people's reading habits, either with the interest of magazines in mind, when the editor wishes to find out what the average subscriber is interested in, or from the point of view of books, either thru a study of library circulation or of the lists of best sellers in various areas. All such analyses add to the general knowledge of book markets, and may serve as a guide to those who plan publications or the distributing of them.

Physical Culture magazine recently sent out inquiries to a long list of people selected from subscribers asking, "Who is your favorite author?" 1085 people sent replies. Harold

Bell Wright was mentioned by about 25 per cent of those who replied; Jack London by about 12 per cent, and so on thru. The interest in the list comes from the fact that it seems to represent the taste of a large stratum of average American readers, the kind of reader who is not following books as a study or for instruction, but the person with an average school-education who reads thereafter for diversion. More than most lists, this one seems to have suggestions for the bookseller whose stock must of necessity be limited and who wants to carry a representation of the authors that will appeal to the average people. The list was as follows:

Name Your Favorite Authors

Harold Bell Wright
Jack London
Gene Stratton Porter
Charles Dickens
Zane Grey
Rex Beach
William Shakespeare
Mary Roberts Rinehart
O. S. Marden
Sir Walter Scott
Irvin S. Cobb
Mark Twain
O. Henry
Upton Sinclair
Bernard Shaw
Ralph Connor
Ralph Waldo Emerson
Henry W. Longfellow
Rudyard Kipling
Victor Hugo

Grace Richmond
E. F. Bowers
James Fenimore Cooper
Theodore Roosevelt
Booth Tarkington
Robert Chambers
R. L. Stevenson
Winston Churchill
Kathleen Norris
J. Oliver Curwood
Eleanor Porter
A. Conan Doyle
Holworthy Hall
Alexandre Dumas
Joseph C. Lincoln
Alfred Tennyson
George Barr McCutcheon
Washington Irving
Stewart Edward White
John Greenleaf Whittier

Frank Channing Haddock
Edgar Allan Poe
Ella Wheeler Wilcox
Robert Burns
Elbert Hubbard
James Whitcomb Riley
Nathaniel Hawthorne
George Eliot
Peter B. Kyne
Leo Tolstoy
Elizabeth Towne
W. M. Thackeray
Robert Browning
Henry Van Dyke
Robert Service
William Cullen Bryant
Hall Caine
John Fox, Jr.
Rupert Hughes
Harold MacGrath
Edgar Rice Burroughs
Myrtle Reed
Lew Wallace
Albert P. Terhune
Irving Bacheller
C. E. Russell
Rider Haggard
Wilhelm von Goethe
Eugene Debs
Marie Corelli
Arthur Reeve
David Graham Phillips
David Grayson
E. P. Roe
Maurice Maeterlinck
Walt Mason
Honore de Balzac
John Ruskin
John Milton

The Literary Northwest

LAST summer we heard a great deal said in praise of Chicago. New York, Chicago, Indiana, Boston, look to your laurels. *The Minneapolis Tribune* recently printed the following editorial:

"For years the Northwest has had to remain silent while Indiana boasted of its literary greatness. The Northwest was supposed to represent a literary wilderness. New England had its galaxy of authors; California, when not talking about its climate, paused now and then to enumerate its literary sons and daughters; Chicago had a certain circle that made a deep impression at least upon Henry Mencken; the South, when pressed, could give an impressive account of itself. The Northwest, in an earlier day, could hardly ever get beyond the name of Hamlin Garland. He seemed to sum up its literary accomplishment.

"In the field of the novel, however, it must be admitted that the Northwest at last is coming into its own. Three American novels published during the past year have made a deep impression upon most critical readers. They are 'Main Street,' by Sinclair Lewis; 'This Side of Paradise,' by F. Scott Fitzgerald, and 'Miss Lulu Bett,' by Zona Gale. All three novels hail from the Northwest. 'Main Street' pictures life in a Minnesota small town; it is written by a Minnesota author. 'This Side of Paradise' deals, in part, with the Twin Cities; it is written by a St. Paul boy. 'Miss Lulu Bett' deals with the life in a Wisconsin village; it is written by a woman who lives in Portage, Wisconsin.

So far as 1920 is concerned, it would be fair to say that no section of the country can lay claim to a prouder record than the Northwest. The Northwest is 'arriving.'"

My First Book—A “Remainder”

By C. Lewis Hind

[Mr. Hind, a former editor of the *London Academy*, in his latest book, “Authors and I” (Lane), has a chapter on the fate of his first attempt at authorship which will interest the bookseller who deals in “jobs” and “remainders.”]

TIDYING up, sorting old papers, emptying drawers, preparing for the new year, I came upon some reviews of My First Book. I sighed, and smiled. When published it seemed so important: now—well, at any rate, it taught me something and it astonished my mother. “What,” she cried, “the little boy whose hair I used to smooth—an author!”

Do you remember that Jerome K. Jerome, when editing *To-Day*, persuaded a group of authors each to write an article called “My First Book”? I believe every writer of eminence, whom he approached, allowed himself to be caught in the Jerome net. Who can resist writing about “My First Book”?

I am doing it. I am looking at My First Book, set forth, title and date, in perdurable print in “Who’s Who.” It was called “The Enchanted Stone.” No, I am not giving it publicity. It cannot be advertised. It has been remaindered.

I wonder if the general public knows the meaning of the word “remaindered” in publishing circles. It signified that the book has been discarded, given up as a bad job. Suppose the edition is 1,000 copies, that 150 sell in the first six months, and that a year later the 200 mark has not been passed. The publisher, if he be hard-hearted and business-like, will “remainder” the 800 remaining copies to an agent for a few pennies a copy. The agent will ship them to Australia, to South Africa, to the Treaty ports, to Brooklyn, to New Jersey, to any place that is eager for wholesome literature at an absurd price. There they are tumbled into bargain boxes. It is a fine way for an author to become known thruout the English-speaking world; it may bring tardy fame, but it is not a good way of earning a living. Not long ago I bought a copy of My First Book from a ten-cent box in lower New York. It was promptly borrowed by a rich friend. And about the same time a stranger wrote to me from New Zealand (evidently he had been browsing in the “tuppenny box”) asking if I really meant what I said on page something or other. He forgot to inclose the postage for a reply. “Remainder” authors have their troubles, but they do not have to worry over income tax forms.

I have read somewhere that authors occasionally have difficulty in finding a publisher for a first book. I had none. Here is the unvarnished tale. I belonged to a literary and arts club where publishers and authors, painters and patrons, tried to treat each other as human beings. One evening I enticed a nice publisher into a corner, and gave him an animated description of my Romance. He tried

not to be interested: in the small hours he succumbed, and said, “Send it along. I’ll see what I can do.” His reader reported favourably, and when we next met he made a proposition, which I declined. Just think of it. I declined an offer from an eminent publisher to publish My First Book.

The reason was that, in the interim, something quite extraordinary had happened. I had shown a duplicate copy of the Romance to a friend, M. Earl Hodgson, who was also a publishers’ reader. He took it home with him, and the very next morning sent me, by special messenger, a letter which made me feel that I was actually on the slopes of Olympus. He was enthusiastic about “The Enchanted Stone”; he was proud to have “discovered” me, and he begged me to call, that very afternoon, upon Messrs. A. and C. Black, the famous publishers. “I read for them,” he added, “and they are grateful to me for introducing you to them.”

Messrs. A. and C. Black could not have treated the author of “Waverley” more pleasantly. They offered me quite a handsome sum on account of royalties, and sent the manuscript to be printed at once. For four or five years the notion that I was a catch lingered with the admirable firm. Whenever I called with the Mss. of a new book under my arm the senior partner sent immediately for the binder so that I might choose the cover decorations.

But the hard world did not show the least desire to read “The Enchanted Stone.” It fell quite flat. Nobody wanted it. Occasionally some nice man or woman would tell me at evening parties how much he had enjoyed reading it, but when I addressed questions to them I found that they had not perused it carefully. For two years Messrs. A. and C. Black sent me regularly a carefully audited statement of copies “sold,” and copies “on hand.” In time they tired of doing that. The figures in the “copies on hand” and “copies sold” columns never changed.

Then came the Remainder Man. I shall never write another Romance.

University of Pennsylvania Printer

THE John C. Winston Company is to be the mechanical establishment of the University of Pennsylvania Press, with Charles C. Clarke as official adviser. Mr. Clarke has been with the Winston Co. for twenty years, at the head of the commercial printing department. In his early life he was an apprentice and read proof on nearly all the Peterson publications, which included the works of Dickens, Zola, Eliot and Hugo. Later, he became business manager of the Avil Co. and the Historical Publishing Co. and managed their big plant until fire destroyed it in 1903.

Adventures of a Bookseller

By Ketch

MISS GENTLEWAYS, of the religious department, was in the midst of a Monday morning dusting spree, when a doleful voice behind her intoned:

"Dust thou art, to dust returneth."

She turned and looked into the smiling eyes of the Rev. Tellit.

"Well," said she, "if I didn't returneth to it, you would sneeze every time you bought a book! So there!"

"In that case," said he, "let me not interrupt you, for I think I shall buy a book to-day."



IT WAS QUITE A GAME

"Good," she exclaimed. "And if you will tell me which book, I'll dust it."

"That's just the trouble," he replied, "I don't know which book."

"Oh," in a plaintive tone, "do I have to dust them all?"

The Rev. Tellit approached Miss Gentleways, and taking her by the arm, whispered in her ear:

"The selection of this book is going to be a very delicate affair and the utmost secrecy is necessary."

He broke off, and looked all about the store as tho fearful of being overheard.

"Why, if any of my parishioners should hear of it—my job would not be worth that!"

And he snapped his fingers. He was a great joker, and Miss Gentleways imagined that this was just another of his many jokes.

"Now I want you," he continued, "to lay out several volumes on"—again he broke off, and looked carefully about—"on Socialism! Put them right here on this ledge, and then get a good, solid, orthodox volume and lay it on the top of the stack. See?"

"On Socialism! No especial volume?"

"No, no. Just several good volumes, so that I can make a selection."

Entering into the spirit of the thing, Miss Gentleways tip-toed away, but soon returned with several volumes, which she placed on the ledge; then got down a Life of St. Paul, which she put on the top of the stack.

The Rev. Tellit was soon lost in the perusal of the books, but every time a customer approached he would quickly cover up the Socialism volume, and, with a wink to Miss Gentleways, pick up an innocent little Voland Booklet. It was quite a game, and seemed to afford her no end of amusement.

At last the good Doctor of Souls called her to him, and handing her two books, asked her to wrap them up quickly, and charge them to him. A moment later he was swinging down the store, and out the door, with his parcel under his arm; but he left Miss Gentleways standing in a very uncertain attitude, looking after him.

Just then Miss Vampet passed, and she stopped her.

"What do you think!" she exclaimed. "I believe Mr. Tellit's got off on this Socialism fad. Isn't that a shame!"

"Shades of Luther!" exclaimed Miss Vampet. "Not really!"

Attacking Retailers' Problems

U. S. Chamber of Commerce Inaugurates Service

REDUCTION of distribution costs and the working out of improved methods of distribution will be two of the most important aims of the new Department of Domestic Distribution of the Chamber of Commerce of the United States which has just begun to function.

While not prepared to announce definitely the nature of all the activities which the Department will undertake, Alvin E. Dodd, manager of the new Department, formerly director of the Retail Research Association of New York, outlined the following important problems which will be taken up:

"Establishing an Information Service to answer questions on Domestic Distribution

for Chamber of Commerce members and others.

"Studying the activities of Trade Associations at present in the field of Distribution.

"Analyzing methods of Distribution followed by all the important industrial groups covered by the Department, and contributing data as a definite attempt at clarifying and making more efficient our processes of Distribution.

"Co-operating with Trade Associations in outlining educational campaigns, disseminating a better knowledge of the problems and economics of distribution to the general public and to those within the field of distribution.

Analyzing the requirements of the distribution field for facts and trade statistics which could be reasonably collected and given wide distribution.

"Analyzing of and co-operating with schools, colleges and universities, having courses in business administration, etc."

Merchandise, according to one definition, has not been "produced" until it is in the hands of a satisfied consumer. But the Domestic Distribution Department of the United States Chamber must regard merchandise as having been "produced" when it leaves the factory, ready to be shipped to the jobber, to the retailer, or to the consumer; in other words, when the merchandise is ready to go into a warehouse or freight car or some other place in which it will be kept until ready for distribution.

We may consider, therefore, that the costs of distribution are represented by the following items:

- (1) Storage, insurance, interest on the money, transportation, and other charges between the time that the merchandise leaves the factory and goes to the wholesaler or other middleman, or to the retailer or direct to the consumer.

- (2) Sales department of the manufacturer, including the cost of advertising.
- (3) Profit and expense added by the wholesaler, if there is one.
- (4) Profit and expense added by the retailer.

One of the constant purposes of the Department of Domestic Distribution will be toward the reduction of these expenses, wherever they are discovered to be unnecessary, by the suggestion of common-sense, practical methods. It is, of course, evident that these problems will be attacked in a manner not to conflict with or duplicate the work of other organizations, but rather in the spirit of being of the largest possible service.

Already the new Department has begun an inquiry to discover practical methods by which the expense of doing business may be reduced so as to keep pace with the cuts in sales prices.

This inquiry will deal with the actual readjustments being made in meeting price decline, and will result in giving American business men a summary of the most practical and successful plans which have been used to meet this situation.

Concentrated Book Canvassing

THE selling of books by intensive canvassing has been a feature of book distribution that has received very careful consideration from big book publishers, and the success of many of the campaigns, whose advertising appears steadily in national mediums, depends on the systematic follow-up of the leads that this advertising produces.

Interesting figures as to what can be done by such a solicitor were given in a recent number of the house organ of P. F. Collier & Son, whose success with the "Harvard Classics" has been one of the spectacular features in recent bookselling. The sales of this series of books have now reached fourteen million dollars, and the publishers state that for some time past their national advertising has brought them in over one thousand leads a day, these leads being turned over to the canvassers in different parts of the country. An astonishing example of what this system can do is instanced in this article, which states that one three thousand dollar advertisement which appeared in the *American Magazine* in November, 1919, produced, when all the leads were followed up, over \$43,000 worth of sales.

That a salesman on this sort of work does not have to move from place to place is shown by the instance given of a man who has worked in Detroit only, for the past five years. This man sold in 1916 two hundred and twenty-five sets and steadily increased his business until in 1920 he sold four hundred and thirty-one sets in that area, with a total business of over \$42,000. This salesman's comments on selling methods are worth quoting:

"Initiative, experience, conscientious and well-directed effort, and perfect concentration of all talents and faculties are the touchstones of performance.

"A salesman may have a commanding presence, unexcelled knowledge of the Harvard Classics, and the gift of delivering his message faultlessly. But unless he has the good sense to judge when and to what extent the receiving mind is attuned, his efforts will be unavailing. It is useless to canvass beyond the assimilating power of your prospect.

"Real selling on 'The Harvard Classics' consists of convincing your prospect of the merit, comprehensiveness, authority and utility of the work. The prospect's self-interest has but scant tolerance for any recital of the time and thought the editor gave to the work, its original cost to the house, etc. He must be convinced as to what HE is going to get out of it—not necessarily in terms of money. And while he resents the intimation that he needs culture, still you can strike a responsive chord in him by playing on the idea of fifteen minutes a day for the essentials of a liberal understanding, to organize and liberalize the mind, to think and speak clearly, correctly, and decisively.

"If in our efforts to convince we will but concede that our prospect has a mind and voice with which to think and express himself, we shall eliminate resistance in exact proportion as we heed and think with him, rather than for him. And when, with his co-operation, we have convinced him, he is sold. But this is not the psychological moment to say, 'Sign here!' You must proceed

with the second process of the sale—where the buyer buys—until you bring him to the point of thinking or saying, 'Well, you can put me down for it.'

"Such selling results in getting subscribers who pay the last payment as cheerfully as they paid the first; for they have bought what they are convinced they need, want, and will read. As a result they will sing its praises to their friends and associates, thereby increasing the quantity and quality of inquiries and leads.

"Finally, it is necessary to know everything about this work as well as other nationally

advertised reading and study courses. This latter knowledge is necessary in order to stand one's ground in relative or comparative discussion. I do not mean to imply, however, that a salesman should parade this knowledge. He should not impart one whit more of it than each separate circumstance demands. Nor is it wise at any time to make show of your selling ability; for he is always the best salesman who least appears like one. Rather devote seventy-five per cent of your efforts toward coping with the human equation, which you will find invariably preponderates."

Awarding the 1920 Prizes

HUGH WALPOLE, in the February number of *Vanity Fair*, writes "There used to be a delightful habit in days gone by of writing lists, of giving prizes and other rewards when summarizing the literary accomplishment of the dying year. The custom has passed away, I'm afraid, with the War, partly because there have been so many other things to think about, partly because there has really not been so much room in the papers as formerly for 'mere literature.' All the same the habit will, I hope, soon be revived.

"These lists and prizes clear the air and help us, a little, to see where we stand—only a little, because twelve months cannot possibly be time enough for any proper perspective. Nevertheless, it is instructive to observe how many books even six swift months can turn into dead-and-gone corpses. These judgments are, of course, always personal things, and it is extremely vain-hearted for anyone to pretend to be dogmatic about contemporary literature. But it is pleasing to dream a little and to imagine that one has been endowed by some benevolent millionaire with the allotting of certain awards. One, for the best book in any kind of English literature published in 1920. Two, for the best English novel published during the same period. Three, for the best work of poetry published during the same period. In 'English' is included any Scottish, Welsh or Irish literature, but not American."

Mr. Walpole then awards the prizes for 1920 as follows:

One—for the best book of the year—to

Percy Lubbock's edition of Henry James' "Letters." "Many people would maintain that Wells's 'History of the World' is the most remarkable book of 1920" says Mr. Walpole, but to dismiss the claim. The only alternatives to James' "Letters" which he considers are: Mrs. Asquith's "Autobiography" and Professor Elton's *English Literature: 1830-1880*."

Two—for the best novel of 1920—"We have, with the possible exceptions of 'Open the Door' by Mrs. Carswell and 'Quiet Interior' by Miss Jones, not a single first novel of even decent promise this year. If I had to award a prize for the best novel of the year I should choose I think from the following half-dozen: Conrad's 'The Rescue,' Galsworthy's 'In Chancery,' Sheila Kaye-Smith's 'Green Apple Harvest,' May Sinclair's 'The Romantic,' Frederic Niven's 'A Tale That Is Told,' and Douglas' 'They Went.' If American literature were considered: Edith Wharton's 'The Age of Innocence' and Joseph Hergesheimer's 'Linda Condon' would have to be included."

The finest new poetic work of the year is, I think, Masefield's 'Right Royal,' and the most interesting new poet Edmund Blunden, the author of 'The Waggoner.' Other important publications have been the collected verse of John Freeman, Walter de la Mare, and Edward Thomas. It cannot be denied that the boom in poetry, so extraordinary during the last years of the War, is over. That is perhaps a good thing. Poets will have to be poets once more and not merely recounters of their war experiences."

Amenities of Bookselling

A RETAIL book salesman whose experience was in a San Francisco bookstore has written in the February *Atlantic* of the delights and problems of a bookseller's relations to his customers.

Of the book salesman as counsellor, he says:

"In recommending books to customers unaccustomed to selecting books, timidly aware of their own limitations, but with an instinctive desire for things worth while, my pleasure is

like that of a Socrates in opening the eyes of his pupils to a perception of the good and beautiful. The assumption that I must be an undisputed authority, fitted to guide and advise because I live surrounded by such evidences of knowledge, tho naïve, gives to my words an almost sacrosanct character. I forget that I am only a clerk, whose sole purpose in life is to sell books for the profit of another. I rise to higher levels; I am no longer

merely a worker for hire; I become, to myself, a factor in the great advance of civilization. I have the feeling that, thru my efforts, I may be able, perhaps, to add something to the life-happiness of another. Moreover, if I suggest wisely, I may put a straw in the way of the selfish exploitation now practised by the purveyors of ideas and amusements. I shall then have an extra reason for self-congratulation, and be spurred on to continue my private warfare against those profaners of the standards of good taste.

Incidentally, I learn much of the inward character and hopes, and even of the mode of living of my quasi-pupils. Thru chance spontaneous outbursts of confidence, to which even the most reserved are at times forced to yield, I find myself suddenly transferred to the position of financial, as well as moral, adviser. Will the continued possession of a ten-dollar bill, or even a Liberty Bond, be of more value to the children than the acquisition of the book under consideration? Questions of school-advancement, staying at home evenings, and similar weighty problems, are involved. In the solutions, my advice is sought as that of one who has been thru it all and so must know.

A Literary Mission

C. E. BECHOFFER, an English literary critic and newspaper man who has been a contributor to the *London Times*, *London Morning Post*, the *Economist* and the *New Age*, is here on a mission of literary discovery. His mission here is to bring before the English people, American writers and poets. With this in view, he is sending to London, articles and criticisms of our young writers. Concerning our literature, Mr. Bechoffer says:

"It is extraordinary how little of good American literature is known in England. Only 'best sellers' are known over there. If Sinclair Lewis's 'Main Street' had not had a phenomenal sale in the United States, it would never have been taken up by a British publisher. Eugene O'Neill is unknown, tho in my opinion his 'Emperor Jones' is the most interesting drama of the century. He has solved the problem to which the Russians have for a long time addressed themselves, namely, a new sort of drama. I used to think that Russian ideas would lead the world of literature, but now that Russia has almost ceased to produce new works, I think that America may take her place. Other fine American writers who are unknown on the other side are: Sherwood Anderson, Willa Cather, James Branch Cabell, Harold Stearns and Van Wyck Brooks. American writers residing in London rank high. T. S. Eliot is making a name for himself as a poet and a critic."

BERNARD SHAW's new play, which Brentano's publish this spring, "Back to Methuselah," may be considered as five short plays or one play in five acts.

Must Print Reply

THE French literary world is greatly perturbed by the judgment rendered by the first Civil Court of Paris compelling René Doumic, editor of the *Revue des Deux Mondes*, to publish the reply of two authors to criticism he published of their work. His criticism was not violent; in fact, was gentle. The authors, Silvain and Jaubert, sent him an article praising their work in reply to his criticism and Doumic refused to publish it on the ground that he had told the truth in the first place about the book in question.

The court held that Doumic's article was within the limits of justifiable criticism, but quoted a law passed in 1882 saying any person criticised in a publication had the right to have published free of charge a reply twice the length of the article containing the criticism.

The decision has caused a campaign for the repeal of the law. It was pointed out that under its strict operation every author of a play would have the right to make the newspapers publish his replies to every review of the plays produced. No paper or magazine could review a book without running the danger of having to publish twice as long praise of the book by its author.

The *Journal des Débats* holds that no newspaper could be published, since every person affected by any piece of news or article would have the right to reply at double length. A man suspected in a column article of having committed a murder would have the right to send the editor two columns stating he did not commit said murder.

Many newspapers today carry the demand that the act be repealed or amended forthwith.

The Atlantic Bookshelf

THE notable new books upon the *Atlantic "Bookshelf"* for February were:

A Cycle of Adams Letters, 1861-1865, edited by Worthington Chauncy Ford. *Houghton Mifflin*.

The Life of Joseph Hodges Choate as Gathered Chiefly from His Letters, by Edward Sandford Martin. *Scribner*.

Blind: A Story of These Times, by Ernest Poole. *Houghton Mifflin*.

Christmas Roses, by Anne Douglas Sedgwick. *Houghton Mifflin*.

The Traditions of European Literature from Homer to Dante, by Barrett Wendell. *Scribner*.

The Making of the Reparation and Economic Sections of the Treaty, by Bernard M. Baruch. *Harper*.

Bolshevism: Practice and Theory, by Bertrand Russell. *Harcourt*.

A "United Bookstore" in Denver

FOLLOWING the recent canvass for subscriptions to stock of the United Bookstores Company, a branch of this organization has been opened at 1615 Court Place, Denver. This is the first appearance of the corporation as an organized outlet. The letterhead of the Denver store mentions that there are headquarters in New York, Chicago, Boston, Philadelphia, Atlantic City, San Francisco, Seattle, and Los Angeles. The slogan of the bookstore is "If It Is a Book We Know It, If It Is a Book We Want It, If It Is a Book We Have It." The store is asking for catalogs from the publishers and quotations on any paper bound books that may be on hand.

The Denver store is now partially stocked, but intends to handle second-hand books only, except some of the cheaper lines such as could be handled by newsstands.

The New York headquarters now announce that they have under way negotiations for purchase with five New York shops, but the names of these are not given, and the new corporation is not yet listed in the financial bureaus. The canvass for stock subscriptions is being conducted from Seventy-first Street and Broadway, the office of Eugene Christian, as President.

The Caravan's Second Summer

THE famous Book Caravan, whose trip thru New England last summer caused so much discussion in the book-trade and among book lovers, is now getting ready for its second season, and Miss Bertha Mahony, originator of the plan, is full of ideas for perfecting the work, so that each week will give the best possible results. The route this year will not go far into Maine and New Hampshire or touch Northern Vermont and New York, but will cover summer towns whose interest in books was shown by the experience of last year, and some new territory will probably be added among the Connecticut hill towns. Miss Mahony hopes to be herself one of the drivers on this year's trip.

The Cost Problem

THE problem of increased manufacturing costs apparently has not skipped even the idealists among book publishers. A Chicago club, known as the Bookfellows, which has, in its monthly bulletin, so frequently made stinging comment on the grasping nature of the publishers, evidently has problems of its own, to judge from the current number.

It has been publishing in little paper parts a book called "The Chronicles of Bagdad," and it now announces that the first paper section must be raised from 25 cents to 40 cents, and goes on to say that "the cost of printing these sections for distribution to a membership of a thousand is prohibitive. The solution of all

our problems is quantity production. Give us double the number of subscriptions, and we can produce books and magazines more cheaply." This indeed sounds as tho it were touching the same pressing problems as the commercial publishers against whom it has been so vehemently inveighing.

The same club to which high book prices are an anathema announces "The Phantom Caravan" by Kendall Banning, "61 pages, 16 mo, boards, covered with blue fabiano, with wrapper to match, \$1.35 to Bookfellows only." One of the hated commercial publishers would rather hesitate to publish a 61 page paper-bound volume at that price. Yale University Press books bound in similar style, *The Yale Series of Younger Poets*, is published at \$1.25, and the publisher receives perhaps 84 cents. But the Bookfellows, who scourge the public monthly against excessive book prices, must receive \$1.35 for a smaller book. Perhaps, after all, the publishers are not profiteers to the extent that the Club editor has been led to expect.

Religious Book Week

THE idea of a full observance of Religious Book Week has taken hold with great rapidity, and the Committee at 334 Fifth Avenue, New York, is receiving in every mail reports of interesting efforts in various directions. One large church has made arrangements with a bookstore to have an exhibit of religious books on Sunday, March 13th, when these books, selected by the minister for the exhibit, will be mentioned from the pulpit. A prominent city newspaper, whose offices are largely used by people for reference purposes, is arranging for an exhibit of religious books, and has asked for posters to catch the attention of the many who call. The great denominational organizations have taken up the idea enthusiastically, and are hearing from their ministers in all parts of the country.

Some idea of how this extension work is being carried forward is shown in the following quotation from a circular which has come out from the Methodist headquarters:

"Seven Good Reasons for Observing It in Every Methodist Church:

1. It will stimulate the interest of the family in good books.
2. It will enrich the atmosphere and increase the attractiveness of the home.
3. It will encourage the assembly of the family about the evening lamp.
4. It will help to construct worthy ideals of living thru the inculcation of right ideas of life.
5. It will give sweep and scope to the messages of great minds.
6. It will make a better tomorrow for the children of today.
7. It will be an obedience of the scriptural exhortation: 'Give heed to reading.'

The Great American Novel

"WHAT then becomes of the great American novel?" asks the New York *Evening Post*. "It is conceivable that a hero rapidly journeying thru every State in the Union, encountering a literary society in Indiana, the Non-Partisan League in Dakota, a blizzard in Montana, a booster in California, divorce in Nevada, Judge Lindsey in Colorado, William Allen White in Kansas, cotton bales in Mississippi, blooded horses in Kentucky, Winesburg in Ohio, miners in West Virginia, more miners in Pennsylvania, mountains in Vermont, and so on thru all the other States we have not named, might, in some ten volumes, give some adequate impression of modern America. But even if you made your hero a traveling salesman, what a peripatetic panorama it would be! Continuity one might preserve, the continuity of a 'movie'—any, even tho epic, story-construction one would lose, tho just possibly the wanderings of a new Ulysses might be chronicled.

But what we suggest instead is a blend. Put into one large and powerful press the complete works of Frank Norris, Jack London, O. Henry, David Graham Phillips, William Dean Howells, Booth Tarkington, Edith Wharton, Mary Austin, Mary Watts, Kathleen Norris, Alice Brown, Mary E. Wilkins Freeman, Margaret Deland, Robert Herrick, Meredith Nicholson, Winston Churchill, Harold Bell Wright, Gertrude Atherton, Katharine Fullerton Gould, Anne Douglas Sedgwick, Sinclair Lewis, James Branch Cabell, Joseph Hergesheimer, Henry Sydnor Harrison, Lee Wilson Dodd, and as many more as you can think of offhand, and squeeze them down to one final congested volume. Then, if it doesn't prove to be the Great American Novel after all (after all that trouble)—call it the All-American Novel and let it go at that!"

The Austrian Censor

SCHNITZLER'S play, "Reigen" was recently produced in Vienna after a brief appearance in Berlin where it was interrupted by the indignant public. In Vienna, the play was only interrupted once by the public. A battle of another sort followed its appearance. The crisis was brought about by an edict by the Minister of Interior prohibiting further performances. As Austria is a federal republic, with the city of Vienna as a federal member, the Burgomaster of the city of Vienna instantly pounced upon the Federal Minister's interdiction as an encroachment upon his authority. The Burgomaster had permitted the play to be produced within his province, and he claimed the right to issue any prohibition which might be necessary.

The question will be remitted to the Court of Constitutional Appeal to decide as to who has the ultimate right to interdict plays.

Burt Wins Story Prize

TO Maxwell Struthers Burt has been awarded the \$500 prize given annually for the best short story of the year by the Society of Arts and Sciences, for his story, "Each in His Own Generation," published in *Scribner's Magazine* last July.

The second prize of \$250 goes to Frances Newbold Noyes for her story, "Contact," in the December *Pictorial Review*.

The committee of judges consisted of Dr. Blanche C. Williams, Dr. Merle St. Croix Wright, Ethel Watts Mumford and Dr. Edward J. Wheeler, president of the society.

Record of American Book Production, January, 1921*

CLASSIFICATION	By Origin						
	New books	New Editions	New Publications		English and Other Foreign Authors		Total
			Pamphlets	American Authors	American Manufacture Imported		
Philosophy	24	8	6	27	3	8	38
Religion, Theology	65	3	13	53	0	28	81
Sociology, Economics	34	2	16	39	4	9	52
Law	16	2	5	21	0	2	23
Education	9	1	5	11	0	4	15
Philology	26	7	8	14	1	26	41
Science	19	9	37	49	0	16	65
Technology	26	13	5	40	0	4	44
Medicine, Hygiene	20	16	8	36	1	7	44
Agriculture	8	1	9	14	0	4	18
Domestic Economy	1	0	0	1	0	0	1
Business	17	2	3	22	0	0	22
Fine Arts	21	0	0	11	0	10	21
Music	6	1	2	5	0	4	9
Games, Amusements	4	0	2	5	0	1	6
General Literature	25	4	13	29	2	11	42
Poetry and Drama	47	8	18	56	5	12	73
Fiction	48	19	1	56	10	2	68
Juvenile Books	16	2	10	22	1	5	28
History	41	4	12	30	1	26	57
Geography, Travel	18	7	4	15	1	13	29
Biography, Genealogy	39	1	5	28	4	13	45
General Works, Miscel.	3	0	2	5	0	0	5
Total	533	110	184	589	33	205	827

* In January, 1920, 532 new books, 86 new editions and 286 pamphlets, a total of 904, were recorded.

Books in Demand at the Library

THE *Bookman* shows that the following were the most popular books at the public libraries during the month of December:

FICTION

The Age of Innocence, by Edith Wharton. *Appleton.*

The Top of the World, by Ethel M. Dell. *Putnam.*

A Poor Wise Man, by Mary Roberts Rinehart. *Doran.*

This Side of Paradise, by F. Scott Fitzgerald. *Scribner.*

The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*

Main Street, by Sinclair Lewis. *Harcourt.*

GENERAL

Margot Asquith: An Autobiography, by Margot Asquith. *Doran.*

White Shadows in the South Seas, by Frederick O'Brien. *Century.*

Now It Can Be Told, by Philip Gibbs. *Harcourt.*

The Outline of History, by H. G. Wells. *Macmillan.*

Memoirs of the Empress Eugenie. Comte Fleury. *Appleton.*

The Americanization of Edward Bok, by Edward Bok. *Scribner.*

Lives of Early Printers

A SERIES of articles on the great figures in the history of printing is being carried thru the current number of the *Inland Printer*. The text is by Henry L. Bullen, well known authority on printing and head of the Typographical Library and Museum in Jersey City. The series is to be accompanied by a set of line portraits drawn by R. H. Sommers of Chicago. The series is to include Plantin, Gutenberg, Coster, Caxton, Caslon, Jenson, Ratdolt, Tory, Robert and Henry Estienne.

D'Annunzio Assails Giolitti

GABRIELE d'Annunzio indulges in a violent invective against Premier Giolitti of Italy and the Italian Government in his book, "Five Days of Fiume," which has been distributed among members of the Italian Chamber of Deputies, says a London *Times* dispatch from Milan.

The poet-soldier describes himself as "the greatest servant of the Fatherland," and attributes his importance to the fact that he gave Italy an Alpine frontier and secured for her the eastern provinces of Friuli and Istria, it is said.

The volume contains 100 documents, which are declared not to constitute a defence of the poet's conduct in holding and defending Fiume against Italian Government troops, but show that d'Annunzio first ordered Arditi to fire against the regular soldiers.

Increase in Foreign Postage

THE Universal Postal Convention of Madrid, 1920, provides for a maximum postage rate on letters of 50 centimes for the first ounce or fraction thereof and 25 centimes for each additional ounce or fraction thereof; and stipulates that said maximum rates may be put in force by any country prior to the date, January 1, 1922, on which said convention becomes effective generally.

The increased rates above mentioned became effective February 1, 1921, in Denmark, Finland, Italy, Norway, and Switzerland, and became effective on February 15, 1921, in France, so that letters mailed in those countries on and after the dates named will be subject to a postage rate of 10 cents for the first ounce and 5 cents for each additional ounce.

Parcel Post

ANNOUNCEMENT has been made by the P. O. Department of the increase in the weight limit of parcel-post packages exchanged with Norway from 11 pounds to 22 pounds, this increased weight limit being provided for in a new Parcel Post Convention just concluded with that country.

Notice is given that under the new convention, which is effective February 1, 1921, the sender of a registered parcel is entitled, in case of loss, damage, or rifling thereof, to an indemnity equal to the amount of the actual loss incurred, but such indemnity may not exceed the equivalent of 50 francs (approximately \$9.65) for any one registered parcel.

Domestic Rate Extended

DOMESTIC postage rates including the two-cent letter charge are applicable to first and second class matter between the United States and Bolivia, Colombia, Honduras, Nicaragua and Peru, the Post Office Department announced on February 1.

The weight limit on newspapers and other printed matter will be eight pounds, twelve ounces, with a maximum weight for single volumes eleven pounds and maximum dimensions of rolled papers forty inches in length by six inches in diameter. The weight regulations also apply to Cuba.

A Plain Man's Books

HENRY Seidel Canby, in an editorial paragraph in the N. Y. *Post Literary Review* says: What does the plain, everyday person want in his books?

He wants "good English." Not shimmering experiments with rare words; nor daring combinations of clauses that explode into dashes and dots. He also wants life as it is, or life as he would like to have it.

An Uncorrected Galley

THE DURABLE BON MOT

When Whistler's strongest colors fade,
When inks and canvas rot,
Those jokes on Oscar Wilde he made
Will dog him unforgot.

For gags still set the world agog
When fame begins to flag,
And, like the tail that wagged the dog,
The smart tale dogs the wag.

—KEITH PRESTON in Chicago *Daily News*.

WHERE THE PROFITS GO

"All the professional readers of 'She Who Was Helena Cass' must have had at least one hearty laugh out of the book, for on page 16 the novelist hero is pictured 'in deep preoccupation, occasionally producing a gold cigarette case, the gift of his publisher.'"—Heywood Broun in New York *Tribune*.

A TRICK WORTH KNOWING

Nearly everybody in a mystery novel is a consummate athlete. They escape the vigilance of the detective who is disguised as a taxi-driver, or the pursuing avengers, by getting into a taxicab at one door and leaving by the other while the cab is in motion. This will interest people coming home from the theater who have sometimes tried to open a taxi door from the inside.

Simeon Strunsky in New York *Evening Post*.

ONLY FOURPENCE

At Charing Cross, writes a contributor in the London *Evening News*, a street hawker was doing a roaring trade in pocket diaries. This was part of his discourse:

"'Ere you are! Complete diary for 1921. Fourpence only. Complete diary for 1921. Fourpence only and worth a fortune when you've filled it up. As used by Mrs. Asquiff and Col. Rippinton!

"For all classes alike—the chance of a lifetime! 'Ere you are. Same as used by Mrs. Asquiff! Only fourpence, and bear in mind worth a fortune when you've filled it in."

AN ICONOCLAST

Sidney Herz, the hustling publisher of Brann's Works seems to be making an unusual effort to market a subscription edition of the works of Robert Ingersoll in ten volumes with the titles of the set and of the volumes stamped in reverse. A full page spread in the New York *Times* Book Review of February 6th, includes an illustration of a nice looking set each volume of which has a title that reads something like this:

S'LLOSREGNI
SKROW

If Sidney has copyrighted the idea and it proves a big "puller" he ought to have a considerable revenue from the other coupon houses that are keen for using new ideas to get returns.

The Cinderella Bookshop

THE children's bookshop recently opened in Washington is a feature of the "Cinderella House" located on 14th Street between Ave F and Ave. C North West. A square cream-colored stucco house with central doorway has been adapted to group together many of the interests of childhood. Going up a few steps one arrives at the main floor and on one side is the Doll Shop with row after row of every kind of doll to greet one. As a noticeable touch in the decorations, large shades are used over the ceiling lights on which are painted children with several bright colored balloons. Across the hall is the Goody Shop. On the counter is Cinderella's slipper filled with dainties. Pictures of Jack Horner, Little Miss Muffet and others hang on the wall, giving the effect of medallions in their round black frames. The Tea Garden, a long narrow room, suggestive of a garden with its evergreen trimmings, is open to the skylight two stories above, and a picturesque balcony runs around three sides, reached by a winding stairway from which open several little shops of minor interest. The tables and chairs, in soft green, invite one to sit down and take refreshment.

The Book Shop and the Toy Shop are in the basement. Each is reached by its own iron stairway from the street and each has an attractive three panelled bay window which offers opportunity for distinctive display. The decorations in the Toy Shop center about "the little tin soldier" and animals of every variety.

Going down the stairway to the Cinderella Bookshop the Indian books featured in the window catch one's eye, aided as they are by Indian dolls wrapped in their blankets standing here and there. Lifting the latch one enters a sunny room about thirty feet long and half as deep. Cheery cream-colored walls are banded by white shelving below, above which comes an artistic frieze of the best known scenes from Mother Goose and the fairy tales. All of the hangings have stencilled borders of brownies done in brown and yellow. The window back is a wooded picket fence supported on the backs of a long line of animals. Comfortable little chairs are about the long center table on which are grouped books of particular interest and the old favorites. The predominating feeling is that here is "Child Land" and one had best not trespass unless ready to see childhood with a child's eyes. The Cinderella House promises success. It has certainly created an atmosphere which, even from the street piques the curiosity of the passerby, and once inside, one is loath to hurry away.

A PASSERBY on a New Haven street the other day noticed a slogan in Judd's bookstore which might stand repeating in other stores, "One Book in the Home is Worth Two in Your Neighbor's."

In The Field of the Retailer

Post-Office as Delivery Boy

THE St. Paul post office undertook, last March to handle all the department store deliveries and the plan has now withstood the test of a holiday rush. During the pressure twenty-one large mail trucks were put on this work and twenty-one relay stations were operated in the residential district.

Speed of delivery and lessened breakage made the system show up so well that several other retail stores are now coming in to the plan. It is reported that other cities are looking in to the idea, Kansas and Omaha being mentioned.

Thirty Million in Greeting Cards

A CURRENT estimate of what the greeting card business was for 1920 has placed the total sales at nearly thirty million dollars. This is perhaps a slightly optimistic amount, and yet it indicates that the country is using an increasing amount of this attractive merchandise.

Two aspects of such a report immediately strike the book publisher. The first is that current estimates of the total amount of trade books published do not place the year's total in this field at much higher figures than this total of greeting cards. The other aspect is that during the last three years the Greeting Card Association has spent an increasing amount each year in going to the public with a general message about the use of greeting cards, and this campaign has, by all reports, had a splendid effect.

A Book and a Good Cigar

THE book-trade always watches with interest when books are introduced into the background of the advertisements of other merchandise. There has seemed to be lately an increasing use of bookcases in photographs showing well equipped homes; library tables blossoming with books, and people in new clothes seem occasionally to have books in their hands. All of this is a good sign.

The latest appearance of the book is in an advertisement of the Owl cigar in the *Saturday Evening Post*. A happy man is posed for the photograph with an Owl cigar comfortably lighted and a book ready for the evening reading. Altho the type on the book's title is purposely blurred, those familiar with book wrappers are able to see that the volume he is looking forward to is one of O. Henry. The text of the ad reads, "A snowy winter evening, a good book and an Owl cigar—there's an evening's enjoyment for you! Let the wind whistle and the snow pile up. Put another log on the fire. Settle back in your chair with romance and adventure and enjoy a good, fragrant Owl cigar."

Those Personal Accounts

A RECENT gathering of credit men from retail stores was discussing the delicate question of whether a husband should be informed when a married woman opens a retail account. One idea was that a letter should be written to the husband, thanking him for the account and suggesting that he would probably like to use it as well as his wife. If there had been a retail bookstore credit man present it would have been more to the point to suggest methods of handling the reverse condition, as the bookstore sees more instances of the husband book-lover whose book accounts are unknown to the other half of the household. Why not write to the wife and urge her to take advantage of the account thus opened?

Store Lighting

SINCE store lighting has become electric lighting almost entirely, the variety of shades and reflectors has so increased that almost every kind of illumination can be obtained. There has been a good deal of study in large stores as to just what type of lighting best suited the different kinds of stock. It is quite obvious that, aside from the general store impression, different kinds of materials require differing illumination. In a recent article in the *Retail Ledger* of Philadelphia one of the experts of the Edison Company gives some tables suitable for department stores, showing the number of foot-candles needed for different types of merchandise. The highest illumination is required for the art department; next for the rug racks; next for haberdashery and dry goods, clothing and suits. The recommendation for a book department is given at three to five foot-candles. This is slightly more than what is required for stationery and music, but less than many of the departments, because, books reflect light more easily than dry goods, and are well illuminated with less light.

Many booksellers who have experimented with lighting have felt that some of the newly developed methods of indirect lighting do not give sufficient power, and the semi-indirect has proved better. A very valuable improvement has been developed by those who have used shaded lights shining directly onto the shelves as if the books were pictures in the frame of shelving. The idea has been to make the different colored jackets and the whole side wall so enticing to the eye that people instinctively are drawn to the shelves, where browsing becomes even more pleasant than it would be at the counters.

There is no question but that good lighting puts the customer in a pleasant frame of mind and makes the work of completing sales easier. An unilluminated store is gloomy and forbidding, and the proper balance needs to be found between gloom and glare.

Among the Publishers

A Week's Gleanings of Book-trade News

MALCOLM D. WHITMAN, author of "The Island of Elcadar" (Marshall Jones) is the same Malcolm D. Whitman who was the famous Harvard tennis player.

"THE MAN Who Did the Right Thing," Sir Harry Johnston's new book has the South African background which he pictured so vividly in "The Gay-Donbeys." (Macmillan).

ADVENTURE and action admirers are counseled to possess their souls in patience, for Bobbs-Merrill promise "Gems of the Gods" by Talbot Mundy this spring.

THE EARLY ENGLISH TEXT SOCIETY has appointed Humphrey Milford, Oxford University Press, to be the sole publisher for the Society as from the beginning of this year.

"GREEN-APPLE HARVEST" by Sheila Kaye-Smith, author of "Tamarisk Town," is a novel which readers of English periodicals and their book review columns have awaited for some time. It is on Dutton's spring list.

HOUGHTON MIFFLIN announces for March publication "Chief Contemporary Dramatists," second series by Thomas H. Dickenson. The first series was published in 1915, and has remained one of the best reference books on modern drama.

GRUB STREET from its grubbiest garret to its tortuous end in the publishers' sanctums and the commuters' train is the material from which Christopher Morley has made "Tales From a Roll Top Desk" to be published this spring by Doubleday Page.

DOUBLEDAY, PAGE will publish two volumes by Don Marquis this spring, "The Old Soak" containing "terse comments on home brew and a full discussion of the saloon, its social and cultural influences, and its historical significance;" and "Poems and Portraits" which includes, "Noah and Jonah and Captain John Smith," "Savage Portraits" and "Sonnets To a Red-Haired Lady."

E. P. DUTTON & Co. are publishing a new edition of Vida D. Scudder's "Le Morte D'Arthur of Sir Thomas Malory and Its Sources," which they brought out three or four years ago. Miss Scudder, who is a member of the faculty of Wellesley College, says that her volume "makes no claim to explore new territory, but hopes to fill the modest function of guide to a lovely country which is too rarely visited except by pioneers." This edition will put it in reach of many to whom the price of the large paper edition was an obstacle to purchase.

FRANK SHAY is going to bring out Logan Pearsall Smith's "The Youth of Parnassus" in an American edition.

ENGLAND after the war is shown in Archibald Marshall's new novel, "The Hall and the Grange." (Dodd, Mead.)

BRENTANO'S announces a new edition of "Esther Waters" by George Moore. The new edition has been completely revised by the author and printed from new type.

WINSTON CHURCHILL'S intended book on the war is to be published, it is said, by Thornton Butterworth, who has arranged to pay the large amount of £9,000 advance in royalties.

As "A Straight Deal, or The Ancient Grudge" was an interpretation of the English spirit, so Owen Wister's new book, "Our Fight, Too," interprets the spirit of France today. (Macmillan).

"MOTHER GOOSE Rhymes and Fairy Tales," the illustrated English edition, will be reprinted this year by Albert Whitman & Co. The new edition with additional color illustrations by George O. Butler will be called "Old Fashioned Mother Goose Rhymes and Tales."

CUPPLES AND LEON have found the field of comics very large and receptive. On February 15, they added a new volume to the series, "Percy and Ferdie" by H. A. MacGill, creator of the famous Hall Room Boys. Altho it has been less than two years since Cupples and Leon started publishing this series, they have sold nearly 6,000,000.

THE SIXTEENTH printing of "Jean Christophe: Dawn, Morning, Youth and Revolt," by Romain Rolland, is announced by Henry Holt & Co. They also announce that Ollendorff, Rolland's French publishers, have accorded them the right of preëmption on all Rolland's future works for translation and publication in the United States. Rolland's new novel, "Clerambault" will be published by Holt this spring.

BIBLIOPHILY, OR BOOKLOVE by James F. Willis (Houghton Mifflin) is the distillation of the lifelong meditation of a booklover, written with enthusiasm. Mr. Willis writes in a concise, somewhat Baconian vein, which is carried out by the quaint appearance of the binding, paper, and type. It is bound in old-fashioned marble boards with cloth backs, and printed with the free use of capitals and italics suggestive of the Elizabethan printer.

Changes in Prices

ISAAC PITMAN & SONS

A New Dictionary of the Portuguese and English Languages, Michaelis, Volumes 1 and 2, each \$7.50. Advanced Reporting Exercises, Pitman, 60c.

Obituary Notes

DR. EDWIN R. GRAHAM, senior publishing agent of the Methodist Book Concern, died at his home at Richwood, Ohio, on Saturday morning, February 19th, at the age of sixty-seven.

He had his early experience in bookselling and publishing in the Western Methodist Book Concern and later held a responsible position in the house of Houghton, and he was the first layman to be elected as one of the publishing agents of the Methodist Book Concern. His first connection with them was in 1904, at which time he became connected with Rev. Dr. Jennings in the conduct of the Western group of Methodist stores, which included Cincinnati, Chicago, Kansas City and San Francisco. Later the Eastern group of four branches was amalgamated with the Western group, and in 1916 Dr. Graham came to the New York headquarters to succeed Rev. Dr. George P. Mains, who had died.

Dr. Graham was a man of the highest character who made an immediate impression on all who had contact with him in any business way. Besides his business connection, he served as President of the Board of Trustees of the Baldwin-Wallace College in Alveria, Ohio, and had received the degree of Litt. D. from Ohio Northern University. His wife, who was the daughter of Rev. J. J. Dolliver, was a sister of the late Senator Dolliver of Ohio. She died in April, 1919. Dr. Graham leaves two sons, Dolliver W. and Robert H. Graham.

The Christian Advocate writes of him:

"Dr. Graham's equipment was that of a business man. He was clear in his judgment of men and measures, scrupulously careful of the interest committed to him, strong in carrying out the decisions which he reached. On the platform his statements were those of a man of affairs, speaking with crystal clarity and convincing force, tho with no pretensions to what is called oratory. Before an audience, as in the personal contacts of business and social life, he had a charm of manner and expression which had much to do with his substantial success in his life-work. In his own home, from which the life and light went out with Mrs. Graham's death two years ago, he was a devoted husband and father. To his two sons his best legacy is an example of a pure, honorable and useful life. His fellow workers, in the manufacturing, merchandising and editorial departments, will treasure his memory as that of a Christian gentleman, thoughtful of others' rights and considerate of others' opinions, tho sturdily defending his own. To the Church he leaves an honorable record of faithful stewardship of its extensive publishing interests, one of its vital possessions."

Australian Publishing

THE United States has for some time begun to find Australia and New Zealand an increasingly important market for books, and publishers here will be interested to see what those commonwealths are themselves bringing out in the way of book production. George Robertson & Company of Melbourne have just issued a volume called "Australia Unlimited" by Edwin J. Brady, which has been wholly set up and printed in Melbourne, and all of the many hundred half-tones made in the same city. The book is an elaborate description of the resources of that continent, with hundreds of half-tones showing every part of the country. The long established George Robertson business is now in charge of George R. Campbell, and this elaborate publication has been undertaken as part of a campaign to give the world a better understanding of the country.

Periodical Notes

THE CENTURY Company has taken over *The American Golfer* a magazine started a number of years ago by Walter J. Travis. Grantland Rice will continue as the editorial head of the publication, with most of its old staff to assist him. It is announced that in addition to "covering" its specialty, golf, the magazine will deal with, and will illustrate generously, the entire field of outdoor sports.

Personal Notes

LOWELL V. COLLINS, manager of the Bigelow & Main Co., New York, has been appointed advertising manager of A. C. McClurg & Co., Chicago, succeeding J. J. Eiler.

MISS VIVIEN COOLEY, buyer for the Book Department of Miller & Frank, Portland, Oregon, is in New York.

FRANK C. DODD, of Dodd, Mead & Company, sailed on the 26th for his annual trip to London. His plans also include a trip to France and Monte Carlo, at which latter place Robert Service is to deliver the manuscript of the novel on Monte Carlo which he has been at work on for several past months. The book will be a fall feature of the Dodd, Mead list.

Business Notes

COLORADO SPRINGS—On January first A. E. Grimwood of Grimwood's, Colorado Springs, Colo., moved his store into quarters just two doors north of the old stand. The new location gives him room to spread out more, and the new fixtures and abundance of daylight make it one of the most attractive stores in the west.

LONDON, ENG.—The new address of Leonard Parsons, Ltd., of London, is 24 Devonshire St., Bloomsbury, W. C. 1.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Amar, Jules

The human motor; [psychology in relation to industry.] 470 p. il. tabs. O '20 N. Y., Dutton \$10 n.

American newspaper annual and directory; a catalogue of American newspapers; a carefully prepared list of newspapers and periodicals published in the U. S., Territories and Dominion of Canada, Cuba, and the West Indian Islands; with valuable information regarding their circulation, issue, date of establishment, political or other distinctive features, names of editors and publishers, and street addresses in cities of 50,000 inhabitants and upward, together with the population of the counties and places in which the papers are published; a separate list of all daily newspapers in the U. S. and its possessions and the Dominion of Canada which are published continuously throughout the year, indicating by distinguishing marks those which issue Weekly or Sunday editions; lists of monthly and weekly pub. of general circulation, religious and agricultural publications, the various class and trade publications, newspapers printed in foreign languages, co-operative newspaper lists, etc. 1336 p. front. (col. map.) maps (col.) O (53rd year) c. '21 Phil., N. W. Ayer & Son, 308 Chestnut St. \$15 n.

Ames, Fisher, jr.

American Red Cross work among the French people. 14+178 p. front. pls. D c. N. Y., Macmillan \$2 n.

The history of the work of the Department of Civilian Relief.

Baby's record; [il. by Anne Anderson] 63 p. col. front. col. pls. Q Phil., McKay \$2.50; silk \$5; leath. \$7.50 n.

Record for the first three years of the baby's life, with spaces for photographs, notes and medical data.

Beede, Joshua William

Notes on the geology and oil possibilities of the northern Diabolo plateau in Texas. 40 p. tabs. fold. map in pocket, fold. chart in pocket O Univ. of Texas bull., no. 1852 Austin, Tex., The University of Texas pap.

Bailey, G. C.

The complete airman. 11+269 p. front. pls. diags. charts O N. Y., Dutton \$6 n.

Information for the construction of aeroplanes and airdromes.

Baker, George W., and others, ed.

Shoemaking. 10+226 p. il. pls. D (Training course for retail shoe salesmen, v. 4) [c. '20] Bost., Retail Shoe Salesmen's Inst. \$3

Balfour, Gerald William

The Ear of Dionysius; farther scripts affording evidence of personal survival; with a discussion of the evidence by Miss F. Melian Shawell and a reply by Mr. Balfour; reprinted by authority from the proceedings of the Society on psychical research. 3+134 p. il. D (Psychic ser.) c. '20 N. Y., Holt \$1.75 n.

Ballantyne, James

The integral calculus on the integration of the powers of transcendental functions, new methods and theorems, calculation of the Bernoullian numbers, rectification of the logarithmic curve, integration of logarithmic binomials, etc. 41 p. diags. O c. '20 Roxbury, Mass., [Author] 6 Greenville St. \$1

Barclay, Florence Louisa Charlesworth

The white ladies of Worcester; a romance of the 12th century. 7+431 p. col. front. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

Basevi, W. H. F.

The burial of the dead. 8+208 p. D N. Y., Dutton \$2.50 n.

A history of funeral customs of the world together with the folk-lore of burials.

Baxter, Francis K.

Does telepathy explain spiritualism? 224 p. D c. '20 N. Y. and Chic., Revell \$1.50 n.

Bioletti, Frederic Theodore

Changes in the chemical composition of grapes during ripening. 66 p. pls. O (Pub. in agric. sciences, v. 4, no. 1) Berkeley, Cal., Univ. of California Press pap. 75 c.

Bearden, George S.

The prodigal father. 321 p. front. D '20 c. '21 Bost., The Stratford Co., 12 Pearl St. \$2.25 n.

A story of the South, beginning shortly after the Civil War until recent years, showing the conditions of the negro then and now.

Bennett, Hugh Hammond

The soils and agriculture of the Southern states. 18+399 p. (7 p. bibl.) front. (fold. col. map) tabs. il. pls. c. N. Y., Macmillan \$3.50 n.

Bible. New Testament and Psalms

The New Testament and Psalms, with references; with a new system of connected topical references to all the greater themes of Scripture; with annotations, rev. marginal renderings, summaries, definitions, chronology, and index; to which are added helps at hard places; explanations of seeming discrepancies, and a new system of paragraphs; ed. by Rev. C. I. Scofield [and others]; authorized version. 8+443 p. S c. '20 N. Y., Oxford Univ. Press \$1.50 to \$7

Bigelow, Carl M.

Management in the woodworking industry. 300 p. il. O c. '20 N. Y., Engineering Magazine, 120 W. 32nd St. \$5 n.

Bishop, Constance E.

Flame of the forest; a novel. 8+305 p. D '20 c. '21 N. Y., Benziger Bros. \$2 n.

A love story, with the plot laid in India.

Black, Alexander

The seventh angel. 360 p. D [c. '21] N. Y., Harper \$2 n.

A love story of New York today, in which two American girls, just returned from France, figure. The question "Should a woman reveal to her best friend the fact of a past mistake?" strikes the dominant note.

Boys and girls bookshelf; a practical plan of character building; prepared under the supervision of the editorial board of the University Society. 16 v. col. fronts. il. col. pls. pors. (part col.) diags. (part fold.) O c. '20 N. Y., The University Society, 44 E. 23rd St. \$79.50 [subs. only]

Brady, Cyrus Townsend

The man who won; il. with photographs of scenes taken from the picture play. 243 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Brown, William

Psychology and psychotherapy; with a foreword by William Aldren Turner. 11+195 p. (1 p. bibl.) D N. Y., Longmans, Green \$3 n.

Partial contents: Degrees of dissociation: multiple personality; Freud's theory of dreams; The psycho-

neuroses of the war; Relation of mind and brain. Index.

Brudno, Ezra Selig

The jugglers. 5+258 p. D c. N. Y., Moffat, Yard & Co. \$2 n.

Busch, Bonnie Melbourne

Morality court. 286 p. O [c. '21] Kansas City, Mo., Burton Pub. Co. \$1.75 n.

A love story, with the plot set in Paris and London.

Cabell, James Branch

Figures of earth; a comedy of appearances. 16+356 p. D c. N. Y., Robert M. McBride & Co., 7 W. 16th St. \$2.50 n.

A story of the mythical country of Poictesme, in a legendary time.

Carrington, Hereward [Hubert Lavington, pseud.]

The problems of psychical research; experiments and theories in the realm of the supernormal. 288 p. front. pls. O c. N. Y., Dodd, Mead \$3 n.

Partial contents: Is psychical research a science?; Life: and its interpretation; Psychic photography, new experiments; The uses and abuses of mind cure; Witchcraft: its facts and follies; Scientific truth contained in fairy stories.

Carpenter, Charles U.

Increasing production, decreasing costs. 500 p. forms O c. '20 N. Y., Engineering Magazine \$5 n.

Carr, Edwin Hamlin, comp.

Putnam's minute-a-day English for busy people. 5+316 p. S c. N. Y., Putnam \$1.90 n.

Studies in associated words, grammatical expressions, pronunciation, spelling, syllabication and methods of study thru games.

Chapin, Francis Stuart

Field work and social research. 3+224 p. forms O (Century social science ser.) '20 N. Y., Century Co. \$1.75 n.

Clabaugh, William

Income and profits taxes; a series of lectures; with questions prepared in collaboration with George Hillis Newlove. 6+334 p. O c. '20 N. Y., Assn. Press \$4

These lectures were delivered before the Y. M. C. A. Washington School of Accountancy.

Cobb, Irvin Shrewsbury

From place to place. 407 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap \$1

Cody, Sherwin i.e. Alpheus Sherwin

Standard test English. 259 p. forms D c. '20 N. Y., Assn. Press pap. \$1.60

Studies in everyday English, incorporating a previous volume, "How to do business by letter," which was formerly published by the Old Greek Press.

Teachers' manual to accompany Standard test English. 77 p. D c. '20 N. Y., Assn. Press pap. 80 c.

Blanton, Annie Webb

State aid schools equipment. 10 p. O (Bull. 104) Austin, Tex., The Dept. of Education, State of Texas pap.

Cambridge Public Library, comp.

List of books in the Cambridge Public Library re-

lating to the Pilgrim Fathers and the early settlement of Plymouth, Mass., in 1620; compiled and issued on the occasion of the Pilgrim tercentenary celebration. 16 p. O '20 Cambridge, Mass., Cambridge Public Library pap. gratis

Coggeshall, E. W.

The assassination of Lincoln. 106 p. O c. '20 Chic., W. M. Hill, 22 E. Washington St. bds. \$2.50 n. [limited ed.]

Croce, Benedetto

Ariosto, Shakespeare and Corneille; tr. by Douglas Ainslie. 440 p. D c. '20 N. Y., Holt \$2.50 n.
Literary criticisms.

Curtis, David A.

Finality. 44 p. D [c. '20] N. Y., Clinton S. Zimmerman, 5 Columbus Circle bds. \$1.25

A mystery play, in blank verse, the story of the last few hours of the existence of the earth, and the outcome of the struggle between man and the powers of evil.

Darrah, Delmar Duane

The evolution of freemasonry; an authentic story of freemasonry, profusely il. with portraits of distinguished Freemasons and views of memorable relics and places of singular masonic interest. 422 p. front. il. pls. pors. facsms. O c. '20 Bloomington, Ill., The Masonic Pub. Co. buck. \$5; ½ leath. \$6.50; leath. \$8

Darrow, Clarence Seward

Argument of Clarence Darrow in the case of the Communist Labor Party, in the Criminal Court, Chicago. 116 p. D [c. '20] Chic., C. H. Kerr & Co. pap. 50 c.

De Mille, Cecil Blount

The Royal mounted; a play in 4 acts. 90 p. D (French's standard lib. ed.) [c. '20] N. Y., S. French pap. 60 c.

De Plume, Icarus

The island of Elcadar; a pilgrimage in novel-land. 109 p. front. il. D [c. '21] Bost., Marshall Jones Co., 212 Summer St. bds. \$1.60

A satire on the modern scenario of a movie, with the scenes laid in New York, and an island off the coast of Virginia.

De Sauzé, E. B., and True, Harriet M.

Grammaire française. 8+279 p. D (The Winston modern language ser.) c. '20 Phil., The John C. Winston Co., 1006 Arch St. \$1.50

Dorgeles, Roland

Wooden crosses. 3+400 p. D c. N. Y., Putnam \$2 n.

Dept. of Vocational Education

A syllabus in Industrial relations. 16 p. O (Indiana Univ. bull., Official ser., v. 18, no. 12) c. '20 Bloomington, Ind., Indiana University pap.

Diller, Joseph Silas

Chromite in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Dosch-Fleuret, Arno

How much Bolshevism is there in America? by [the author] who has lived for years under the Bolsheviks in Russia and has just completed a tour over the U. S. studying social unrest; also a ser. of articles entitled Russia from the inside by

The narrative of a French infantryman while at the front. This novel was awarded the "Femina" literary prize; and altho written in 1916, the French censor only released it last spring.

Dostoevskii, Fedor Mikhailovich

The friend of the family; or, Stepanchikovo and its inhabitants; and another story [Nyetochka Nyezvanov]; from the Russian by Constance Garnett. 361 p. D N. Y., Macmillan \$2.50 n.

Dryer, Charles Redway Wilmarth

High school geography; physical, economic, and regional; rev. ed. 543 p. front. il. maps O c. '20 N. Y., Am. Book Co., 100 Washington Sq. \$2 n.

Dunkley, W. G.

Belts for power transmission; a systematic treatment of belts, and of the transmission of power by belting; with specially calculated tables. 104 p. diagrs. S (Pitman's technical primers) N. Y., Pitman bds. \$1 n.

Faber, Oscar

Reinforced concrete design; v. 2, Practice. 11+246 p. charts diagrs. (part fold.) O N. Y., Longmans, Green \$6.50 n.

Fergusson, Frank F.

The fundamental principles of water power engineering; describing types, applications and operation of water turbines, and developing the fundamental formulae of water power engineering; with numerous il. and examples from practice. 116 p. il. pls. diagrs. plans S (Pitman's technical primers) N. Y., Pitman bds. \$1 n.

Field, Silas M.

The pathway of life through creation. 331 p. D [c. '20] Bost., The Stratford Co. \$3 n.

A study of the life of man.

Fleming, Brandon

The crooked house. 6+311 p. D [c. '21] N. Y., Clode \$1.75 n.

A murder mystery story, with the scene laid in Paris and London.

Forster, Edward Morgan

Howards end. 393 p. D c. N. Y., Knopf \$2.50 n.

Formerly published in 1911 by Putnam.

Fox, Dixon Ryan

Harper's atlas of American history. 181 p. maps O c. '20 N. Y., Harper \$2.75 n.

Hector Boon; a New York business man, recently returned from a long stay and extensive travel in Russia; the Hector Boon articles appeared in The World, Jan. 9, 10, 11, 12, 13, 14; the Dosch-Fleuret articles appeared in The World Jan. 16, 17, 18, 19, 20, 48 p. O [c. '21] N. Y., The World, 63 Park Row pap. gratis

Dunlop, J. P.

Secondary metals in 1919, various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Georgia. Laws and Statutes

Workmen's compensation law of the state of Georgia; effective March 1, 1921. 36 p. O c. '20 N. Y., F. Robertson Jones, 80 Maiden Lane pap. 50 c. n.

Goodhue, Edward Solon

On the reserve and other poems. 24 p. O Molokai, Hawaii, You Bet Pub. Co., The Stockade pap. \$1

Goodsbury, Charles Elphinstone

Reminiscences of a stowaway; a career of adventure. 23+293 p. front. pls. O N. Y., Dutton \$7 n.

A record of adventure covering forty years, many of which were spent in India.

Greenwood, Sir George

Shakespeare's law. 48 p. D c. '20 Hartford, Conn., Edwin Valentine Mitchell, 27 Lewis St. bds. \$1

Points out the legal points in the various plays of Shakespeare, and a discussion as to the poet's knowledge of the law.

Harcourt, Cyril

The intruder; a drama in 3 acts. 79 p. diagrs. D (French's standard lib. ed.) [c. '20] N. Y., S. French pap. 60 c.

Hemstreet, Charles

The Don Quixote of America. 238 p. D c. N. Y., Dodd, Mead \$1.75 n.

A whimsical romance of an idea, in which the acquaintance of John Eagle is made, who with his Dickensy companion, makes a tour of exploration and discovery.

Hibbert, L. J.

A manual of photographic technique; describing apparatus, materials, and the details of procedure. 118 p. pls. diagrs. tabs. S (Pitman's technical primers) N. Y., Pitman bds. \$1 n.

Hill, James Landon

The scholar's larger life. 201 p. D '20 c. '21 Bost., The Stratford Co. \$2.50 n.

A collection of addresses and essays.

Hodges, Frank

Nationalization of the mines; with foreword by the Rt. Hon. John R. Clynes. 12+169 p. tabs. D N. Y., T. Seltzer bds. \$1.75 n.

The story of the mining industry in England.

Hough, Benjamin Olney

Practical exporting; a handbook for manufacturers and merchants; 6th ed. 5+529 p. forms (part. fold.) O c. '20 N. Y., American Exporter, 17 Battery Pl. \$6 n.

Howard, Pauline Stoddard

The W. Chuck family; with portraits and

il. by Herman Drucklieb. 108 p. front. il. O c. '20 Bost., Houghton Mifflin \$2 n.

Hoyt, Arthur Stephen

The pulpit and American life. 286 p. D c. N. Y., Macmillan \$2.50 n.

Partial contents: The Puritan preacher; Jonathan Edwards; Henry Ward Beecher; Phillips Brooks, the man and the preacher; The present American pulpit; The pulpit and the Nation. Author is professor of homiletics and sociology, Auburn Theological Seminary.

Huber, John Bessner

Why die so young? 312 p. O [c. '21] N. Y., Harper \$2 n.

A discussion of diets, rest, sleep, air, exercise and personal care and practice in health and illness.

Hughes, Jennie V.

Chinese heart-throbs; with introd. by Mary Stone (Shih Mei Yü). 9+188 p. front. pls. pors. D c. '20 N. Y. & Chic., Revell \$1.50 n.

Iswolsky, Alexander

Recollections of a foreign minister; memoirs of Alexander Iswolsky; tr. by Charles Louis Seeger. 15+303 p. O c. Garden City, N. Y., Doubleday, Page \$2.50 n.

The author was Minister of Foreign Affairs of the Russian Empire, 1906-10, and Ambassador to France until the Russian revolution.

Jones, Edward David

Industrial leadership and executive ability. 275 p. O [c. '13-'20] N. Y., Engineering Magazine \$2 n.

Keir, Malcolm

Manufacturing industries in America; fundamental economic factors. 324 p. O c. '20 N. Y., Ronald Press \$3 n.

Kemal, Ismail, Bey

The memoirs of Ismail Kemal Bey; ed. by Sommerville Story; with a preface by William Morton Fullerton. 19+410 p. O N. Y., Dutton \$7 n.

A complete story of the fight for recognition Albania and the Albanians have made, first thru the years against the neighbors on the borders, and later at the Peace Conference in Paris, when the questions of the Ambassadorial Conferences in London of 1912-13 were being discussed.

Kildahl, John Nathan

En Mindebok; ed. by R. Malmin. 347 p. O [c. '21] Minneapolis, Minn., Augsburg Pub. House \$2

Hartman, Harleigh Holroyd

Should the state interfere in the determination of wage rates? 8+158 p. (3 p. bibl.) O (Special report no. 12) '20 N. Y., National Industrial Conference Bd., 10 E. 39th St. \$1.50

Hicks, W. B.

Potash resources of Nebraska. various paging (34 p. bibl.) tabs. charts, O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-1) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Hill, James Madison

Bauxite and aluminum in 1919. various paging O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Jillson, Willard Rouse

Contributions to Kentucky geology; an indexed collection of all the shorter papers and reports of the state geologist, written during the year 1919 on the Mineral resources of the commonwealth. 266 p. (8½ p. bibl.) front. pls. il. maps tabs. (part fold.) O (Ser. 5, bull. 4) c. '20 Frankfort, Ky [State] Dept. of Geology and Forestry 20 c.

Kroeber, Alfred Louis

California culture provinces. various paging map O (Am. archaeology and ethnology, v. 17, no. 2) Berkeley, Cal., Univ. of California pap. 25 c.

Krull, Virgilius Herman

Papal infallibility. 16 p. O Collegeville, Ind., Messenger Print. pap. 10 c.

Kunzmann, Jacob Christoph

America and world evangelization. 15+213 p. il. (map) D c. '20 Phil., The United Lutheran Pub. House \$1.50 n.

Labaree, Mary Fleming

Persian pictures [verse]. 64 p. D [c. '20] N. Y. & Chic., Revell \$1 n.

Levin, Claude Cathcart

The blue book of oil burning and burners; a practical handbook comp. for the operator of oil burners, it gives information on oil and burners, their care, operation and safety hints, in plain English. 114 p. il. diagrs. D c. '20 N. Y., Ocean Pub. Co., 25 W. 42nd St. \$2

London, Jack

The house of pride; and other tales of Hawaii. 232 p. D (Popular copyrights) [c. '12] N. Y., Grosset & Dunlap \$1

McEvilly, Mary A.

To woman from Meslom; a message from Meslom in the life beyond, received automatically by Mary McEvilly; with a preface by Walter Franklin Prince. 22+108 p. D c. '20 N. Y., Brentano's \$1.50 n.

Longfellow, Henry Wadsworth

Evangeline; a tale of Acadie; ed. with an introd. and notes by Claude Towne Benjamin. 132 p. front. (por.) D (Merrill's English texts) c. '20 N. Y., C. E. Merrill Co. 55 c.

MacFarlan, Alexander

The curtain; an anecdote. 297 p. D c. N. Y., Dodd, Mead \$2 n.
A novel in which the familiar triangle plays a part, with the plot laid in Corsica.

McGilvary, Margaret

The dawn of a new era in Syria; cover design and maps by Lanice Paton Dana. 302 p. front. pls. pors. maps D c. '20 N. Y. & Chic., Revell \$2.50 n.

McGregor, A. Laura

Supervised study in English for junior high school grades; [with an introd. by Alfred L. Hall-Quest.] 12+220 p. forms D c. N. Y., Macmillan \$1.60 n.

Maniates, Belle Kanaris

Penny of the Top Hill trail; front. by Philip Lyford. 284 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Laing, Gordon Jennings

The genitive of value in Latin and other constructions with verbs of rating. 8+48 p. O c. '20 Balt., Johns Hopkins Press pap. 50 c.

Landon, Mary Louise

The formation of addition compounds between 100 per cent sulphuric acid on the neutral sulphates of the alkali metals; dissertation submitted in partial fulfillment of the requirements for the degree of Doctor of Philosophy in the faculty of pure science of Columbia University. 26 p. charts tabs. O '20 Poughkeepsie, N. Y. [Author], Vassar Coll. pap. priv. pr.

Leete, John Hopkin

The function of the public library in a democracy;

Martin, Charles E.

The policy of the United States as regards intervention. 173 p. O (Studies in hist., economics and public law, v. 93, no. 2, whole no. 211) c. N. Y., Longmans, Green pap. \$2 n.

This work is divided into two parts: The formation and development of the policy of non-intervention, and Departures from the principle of non-intervention by the United States.

Martin, Helen Reimensnyder Mrs. Frederick C. Martin

Maggie of Virginsburg; a story of the Pennsylvania Dutch. 406 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

Masterman, Rev. John Howard Bertram

Aspects of Christian character; a study of the Beatitudes; with an introd. by the Lord Bishop of London. 11+113 p. D N. Y., Longmans, Green \$1.25 n.
Ten talks to laymen.

Mayers, Clayton W.

Estimating concrete buildings. 51 p: il. plans forms O (Aberthaw texts) c. '20 Bost., Aberthaw Construction Co. \$1; [free to engineers]

Mills, Lewis Sreague

Citizenship and government in the United States. 13+204 p. front. il. pors. maps D [c. '20] N. Y., Hinds, Hayden & Eldredge \$1

Miln, Louise Jordan [Mrs. George Crichton Miln]

The feast of lanterns. 304 p. D [c. '20] N. Y., Stokes \$2 n.

The story of a beautiful Chinese girl, which reveals the soul of modern China, and in which there is the baffling problem of the meeting of the East and the West.

Montgomery, Robert Hiester

Federal excess profits tax procedure, 1921. 400 p. O c. N. Y., Ronald Press \$4 n.
The price of this volume sold together with v. 1., "Income Tax Procedure, 1921," is \$10.
New York State income tax procedure, 1921. 450 p. O c. N. Y., Ronald Press \$5

Murdock, Victor

China, the mysterious and marvellous. 310 p. front. pls. D c. '20 N. Y. & Chic., Revell \$2.50 n.

Published in 1918 under title "Letters by Victor Murdock to the folks at home."

[an address delivered by [author], director of the Carnegie library of Pittsburgh, at the annual meeting of the Pennsylvania State Educational Assn. in Philadelphia in December, 1919.] 20 p. D '20 Pittsburgh, Pa., Carnegie Library of Pittsburgh pap. 5 c.

MacGillivray, Alexander D.

The Coccidae; tables for the identification of the subfamilies and some of the more important genera and species; together with discussions of their anatomy and life history. 502 p. O c. Urbana, Ill., Scarab Co. \$6 n.

McEwen, George Francis

Ocean temperatures; their relation to solar radiation and oceanic circulation. 130 p. O Berkeley, Cal., Univ. of California Press pap. \$1.50

Newkirk, Garrett, comp.

Lincoln life sketches; in verse and prose. 47 p. D c. '20 N. Y., Duffield bds. \$1.25 n.

This work contains many poems by the compiler, and gleanings from Lincoln's letters and addresses.

Nichol, Charles R., and Whiteside, R. L.

Sound doctrine; a ser. of Bible studies for Sunday school classes, prayer meetings, private study, college classes, etc., v. 1. 183 p. D [c. '20] Clifton, Tex., Mrs. C. R. Nichol \$1

Nuttall, P. Austin

Nuttall's bijou pronouncing dictionary of the English language; ed. by W. J. Gordon. 639 p. Ff N. Y., Frederick Warne & Co. \$1 27,000 words, with pronunciations spelt phonetically.

Oemler, Mrs. Marie Conway

Slippy McGee, sometimes known as the butterfly man. 403 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

Overton, Grant Martin

World without end. 317 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A tale of the simple folk of towns on the Long Island Coast, where the life of a man has been mysteriously embittered and has cast its shadow over the life of his beautiful daughter.

Owen, Ethel

A year of recreation; twelve suggestive socials, one for each month. 60 p. il. D [c. '20] N. Y. & Cin., Abingdon Press pap. 35 c. n.; 50 c. n.

Suggestions for entertainments for churches.

Palen, Hasbrouck Osterhoudt

The American voter's handbook; a guide to intelligent political action, strictly non-partisan; read-think-act for the national welfare. 126 p. (1 p. bibl.) O c. '20 Poughkeepsie, N. Y., The Helper Press pap. \$1

Designed particularly for women.

Parentoff, Stephen S.

Inside the great conflict; epic on the world's war, politics and love. 123 p. D c. '20 Bost., The Stratford Co. \$2 n.

A dramatic satire on the Great War.

Pitkin, Walter Boughton

Must we fight Japan? 11+536 p. maps charts D c. N. Y., Century Co. \$2.50 n.

Contents: The crisis and its complications; The situation in Japan; The crisis in Hawaii and California; How to deal with the crisis; Expert opinions on some problems of policy.

Platt, Charles

The psychology of thought and feeling; a

conservative interpretation of results in modern psychology. 10+290 p. O c. N. Y., Dodd, Mead \$2 n.

A study of the unconscious mind and its relation to our consciousness.

Platt, Charles Davis

Pocahontas and the dawn of our nation; [dramatized lyric version in 5 acts]. 19 p. O [c. '21] Dover, N. J., [Author] pap. 50 c.

The story is based on the facts of the founding of Jamestown, Va.

Putnam, Edward Everett

The reward of patient love and flowers from the garden of thought. 10+108 p. D c. '20 Bost., The Stratford Co. \$2 n.

A story of home ties, told in prose and verse.

Reed, Myrtle [Mrs. James Sydney McCulloch, Olive Green, pseud.]

The shadow of victory; a romance of Fort Dearborn. 413 p. front. D (Popular copyrights) [c. '03] N. Y., Grosset & Dunlap \$1

Reeve, Arthur Benjamin

The film mystery. 379 p. front. D [c. '21] N. Y., Harper \$1.90 n.

The story of a moving picture actress who is mysteriously poisoned. The District Attorney assigns Craig Kennedy to the case, whose skill is taxed to the utmost in unravelling the mystery.

Reynolds, Katharine

Green valley; front. by Nana French Bickford. 9+287 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Royds, R.

The testing of motive-power engines; including steam engines and turbines, locomotives, boilers, condensers, internal combustion engines, gas producers, refrigerators, air compressors, fans, pumps, etc.; 2nd ed. 12+392 p. diags. O N. Y., Longmans, Green \$7.50 n.

Ruck, Berta [Mrs. Oliver Onions]

Sweet stranger; front. by Edward C. Caswell. 336 p. D '21 c. '20-'21 N. Y., Dodd, Mead \$2 n.

The double love story of two sisters, known as the "temperamental twins."

Sabin, Frances Ellis

Classical associations of places in Italy. 512 p. il. pls. maps O c. Madison, Wis., [Author], 405 N. Henry St. \$5

This volume was announced as "The Romans and places in history." The author is assistant professor of Latin, University of Wisconsin.

National Industrial Conference Board

Problems of labor and industry in Germany. 65 p. O (Special report no. 15) '20 N. Y., Nat. Industrial Conference Bd. \$1

National Map Co.

New standard map of Europe; showing new nations and the new boundaries. 50x40 in. Indianapolis, Ind., National Map Co., 32 E. Georgia St. pap. \$4; \$7.50 [spring roller]

New standard map of the United States; [including counties, principal cities, waterways, lakes, mountains, railroads, distances and index of over 6,000 names, giving population and key to location on the map, etc.] 62x42 in. Indianapolis, Ind., National Map Co. pap. with rollers \$4; cloth backed \$7; bds. \$16.50

Neuman, Fred Gus

The story of Paducah. 104 p. front. il. pors. O

c. '20 Paducah, Ky., Young Pr. Co. \$1.50 n.

Pardee, Joseph Thomas

Phosphate rock near Maxville, Granite Co., Montana. various paging tabs. fold. map O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-J) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Reama, Herman H.

The cleaning and electro-plating of metals; a manual of information and instruction written for the benefit of the electro-plater and those interested in the art of electro-plating. 116 p. tabs. diags. il. pls. D [c. '13-'18] N. Y., Oakley Chemical Co., 22 Thames St. pap. gratis

Redfield, Arthur Huber

Foreign graphite in 1919. various paging (2 p. bibl.) tabs. maps charts O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Saunders, Mrs. Alta Gwinn, and Creek, Herbert Le Sourd

The literature of business. 16+513 p. (7 p. bibl.) O c. '20 N. Y., Harper \$2.25 n.

Selected articles on the profession of business, the business letter and related principles of business.

Saunders, Charles Greatley

Rabbit and cat diseases. 9+121 p. D (Veterinary medicine ser., no. 13) c. '20 Chic., American Veterinary Pub. Co., 9 S. Clinton St. \$2 n. bxd.

Scovil, Elizabeth Robinson

Wee folks from the Old Testament in words of one syllable. 63 p. col. front. col. il. S c. '20 Phil., Altamus bds. 50 c.

Sheldon, Remembrance

The story of Remembrance Sheldon; transcribed from the original manuscript by Matilda S. Hyde. 14 p. front. O c. '20 Deerfield, Mass., Olde Deerfield Doll House pap. 40 c.

Simpson, Robert

The bite of Benin; "where many go in but few come out." 345 p. D (Popular copyrights) [c. '03] N. Y., Grosset & Dunlap \$1

Standard Statistics Company

Securities prices as of March 1, 1913. 202 p. D '21 c. '20 N. Y., Standard Statistics Co., inc. \$6 n.

Steigman, B. M.

The pertinent Wagnerite. 127 p. D c. N. Y., T. Seltzer bds. \$1.50 n.

Simpson, Eugene

St. Olaf choir history. 160 p. O [c. '21] Minneapolis, Minn., Augsburg Pub. House \$1.50

Stockley, Cynthia

The claw; a story of South Africa. 449 p. front. D (Popular copyrights) [c. '11] N. Y., Grosset & Dunlap \$1

Taylor, Joseph Judson

The god of war. 255 p. D [c. '20] N. Y. & Chic., Revell \$2 n.

Thayer, Mary Dixon

The intellectuals; a friendly satire; il. by Stuart Hay. 191 p. front. D [c. '21] Phil., Dorrance & Co., 308 Walnut St. bds. \$1.75 n.

Partial contents: Adopt a new member; Occasionally agree; Create a frenzy; Stalk celebrities; Visit widows and orphans.

Schultz, Alfred Reginald

Oil possibilities in and around Baxter Basin, in the Rock Springs uplift, Sweetwater Co., Wyoming. 107 p. pls. tabs. (part fold.) maps (part fold.) (Dept. of the Interior, U. S. Geol. Survey, bull. 702) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Stoddard, B. H.

Gems and precious stones in 1919, various paging (1½ p. bibl.) O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Sweet, William Henry

A history of Methodism in northwest Kansas. 3+546 p. pls. (part fold.) por. O c. '20 Salina, Kan., Kansas Wesleyan University \$2.75

U. S. National Museum

Annual report of the Board of regents of the

Tilden, William T., 2nd

The art of lawn tennis. 11+175 p. front. pls. D [c. '21] N. Y., Doran \$2 n.

Instructions for the novice, the good player, and the expert by the World's champion and winner of the tennis championship in the United States for 1920.

Tolstoi, Leo Nikolaievich

Posthumous works; tr. by Archibald J. Wolfe; 3 v. 309; 336; 310 p. D (Russian author's library) c. '20 N. Y., International Bk. Pub. Co., 5 Beekman St. \$6 n.

Short stories and plays.

Trent, William Peterfield, and others

The Cambridge history of American literature; in 4 v.; Later national literature, pt. 2, and pt. 3. 10+6+872 p. O c. N. Y., Putnam ea. \$5 n.

Partial contents: Book 2, Mark Twain; Later poets [T. B. Aldrich, E. C. Stedman, Richard Hovey, J. W. Riley, and others]; The later novel: Howells; Newspapers since 1860. Book 3, Economists; Scholars; Popular Bibles; Book publishers and publishing; Non-English writings [German, French Yiddish].

Underhill, Evelyn [Mrs. Stuart Moore]

The essentials of mysticism and other essays. 7+245 p. D N. Y., Dutton \$3 n.

Partial contents: The essentials of mysticism; The mystic as creative artist; The education of the spirit; Three mediaeval mystics; Mysticism in modern France.

Unwin, A. Harold

West African forests and forestry. 527 p. il. Q '21 N. Y., Dutton \$20 n.

Webb, W. T.

How to write an essay; with sample essays and subjects for essays; new and enl. ed. 7+224 p. D N. Y., Dutton \$1.60 n.

Williamson, George C.

The miniature collector; a guide for the amateur collector of portrait miniatures. 11+308 p. (10 p. bibl.) col. front. il. pls. D (Collector ser.) N. Y., Dodd, Mead \$2.50 n.

Wilson, Harry Leon

Ma Pettengill. 324 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Wolf, Lucien

The myth of the Jewish menace in the world affairs; or, The truth about the forged protocols of the Elders of Zion. 53 p. D c. N. Y., Macmillan bds. 50 c.

Smithsonian Institution; showing the operations, expenditures and condition of the institution for the year ending June 30, 1920; report of the U. S. National Museum. 210 p. front. pls. tabs. O Wash., D. C., Gov. Pr. Off., Supt. of Doc.

Vieby, John [Thorleif, pseud.]

Direct action; a one act play. 31 p. D South Bend, Ind. [Author], pap 50 c. n.

Woofter, Thomas Jackson, jr.

Negro migration; changes in rural organization and population of the cotton belt. 195 p. (5½ p. bibl.) tabs. maps O c. '20 N. Y., W. D. Gray, 106 7th Ave. pap. \$1.50

Zoline, Elijah N.

Federal criminal law and procedure; 3 v. O c. Boston, Little, Brown buck. \$30 n.

The Publishers' Weekly

62 West 45th Street, New York

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Two Valuable Library Lists for Publishers

We have a limited number of copies of two newly compiled lists of Special Libraries (those established in business offices, institutions, etc.). One contains the addresses of 246 in the City of New York; the other has addresses of 107 in Philadelphia and vicinity. We offer copies of the two for \$1.00.

The Publishers' Weekly

Rare Books, Autographs and Prints

SEVERAL hundred American broadsides, including many important and hitherto undescribed items, selected from various consignments, will be sold by the Heartman Auction Company, Inc., March 5, at Rutland, Vt. The sale also includes rarities relating to the American Revolution, California, Abraham Lincoln and the North American Indians.

Booksales had a bit of a rest during the middle of the month owing to important art sales which monopolized the attention of the large auction houses. The week now ending has seen a revival of activities with three or four sales a day some of the time.

The exhibition of the memorabilia to be sold for the aid of the fatherless children of France, February 28, at the American Art Galleries has been thronged since it was opened. If interest during an exhibition is any criterion the sale will be a memorable one.

Selections from several private libraries, including that of Emerson Chamberlain, books sold to close the estate of a New York collector, and duplicates from the library of the military order of the Loyal Legion were sold at the Anderson Galleries, February 14, 15 and 16. Altho these consignments contained many desirable books there were few rarities. Prices averaged well for such material altho there were many attractive opportunities for the dealer and private buyer.

The distinctively literary weeklies and monthlies of the type common twenty-five years ago have almost passed out of existence. The *Literary World*, the *Critic*, the *Book-Buyer*, after rendering most efficient service, one after another, found their constituencies disappearing and were obliged to discontinue publication. In England the tendency is in the same direction. The *Athenaeum*, after ninety-four years service to the cause of good literature, long a favorite with book lovers, has ceased to exist—has lost its individuality in the *Nation* with which it has been consolidated.

Selections from the library of Anthony J. Drexel, Jr., of Philadelphia, with additions, will be sold at the Anderson Galleries, March 1 and 2. This sale includes colored plate books of the rarer class, sporting books, library sets, rare and beautiful bindings, with a collection of original drawings by William Blake, John Leech and Thomas Rowlandson. The rarest item in the sale is a copy of W. M. Thackeray's "Illustrations to the Surprising Adventures of Three Men" privately printed "For Presentation Only" and in all probability issued shortly after Thackeray left college. This copy is one of three known at the present time.

By way of celebrating the centenary of the death of Napoleon, which occurs May 5, 1921, C. Lacour-Gayet, member of the French Institute, is writing a definite history of the French Emperor. The biography is being prepared under the auspices of the Comité du Centenaire, of which Marshal Foch is the president. Marshall Joffre says in the preface: "It is a work which all Frenchmen should read since it was the principles of military strategy devised by Napoleon that were applied in the great war and with the result that civilization was not allowed to disappear from the face of the earth."

The Congressional Library is fast approaching the size of the French National Library and the British Museum, and its reference readers already number as many as those who visit the national libraries in Paris and London. In many respects it stands first among the great libraries. For instance, its collection of music is the largest in the world. Developed for the needs of the serious investigator—composer, critic, historian, conductor—it is rendering signal service to such investigators in America. No other institution affords such complete facilities for the study of the modern opera.

The late John P. Woodbury was an intimate friend of Edwin Davis French, the famous book plate engraver, and the artist gave to the famous collector a large number of proofs and special prints of his plates, in various states and varieties. This collection came by inheritance to his son, John Woodbury, who has generously presented the whole of it to the American Antiquarian Society. The collection contains specimens of all of French's work, with the exception of a single plate. French stands at the head of book-plate designers and engravers of the last half century, and this gift is a very important addition to the large collection owned by the American Antiquarian Society.

A very rare and interesting book, seven hundred years old was recently placed in the library of the University of Pennsylvania to be translated. The price of it is \$100,000, and it is insured for an even larger sum. It is the property of Dr. Wilfrid U de Voynich, an exile from Poland; it will be deciphered and translated by Dr. William Romaine Newbold. The book is a manuscript of Roger Bacon's the famous English philosopher and scientist of the Middle Ages. Bacon's scientific theories and discoveries were so far in advance of his times that he spent twenty years of his life in prison, accused of dealing in black magic. His chief claim to fame was the discovery of the magnifying glass.

The most astounding news still continues to come from Russia. The *London Times*

has already noted the nationalization of printing, publishing, selling, and more recently the ownership of books. Scholars are no longer permitted to own their own libraries and the accumulation of a life time, in many cases of writers and specialists, have been taken over by the government and partially or wholly destroyed by the ignorant officials. It is quite probable that this action by the Soviet Government will result in a general exodus of scholars and specialists to other countries. Already the writings of many Russian authors are marked for destruction; just how widespread this will be it is impossible to tell. One thing seems certain Russian life and letters will be seriously affected for a long time.

The first editions of Paul Verlaine, especially the small limited editions printed on Japanese and Dutch hand-made papers, are much in demand in Paris and are bringing high prices. Last month the following prices were realized: "Poems Saturniens," 3100 francs; "Fêtes Galantes," 710 francs; "Sagesse," 1555 francs; "Parallèlement" (a set of proofs), 1505 francs; "Confessions," 1010 francs; and "Chair," 1235 francs. Edmund Clarence Stedman once said that he could never read of the high prices Poe first editions were bringing without thinking what a god-send even a fraction of the money would have been to the struggling poet. The same thought applies to Verlaine whose life was one of destitution and suffering.

The first mathematical book published on the Western Continent was Juan Diez's "Sumario Compendioso," printed in Mexico in 1556. A fac-simile of the first edition is being published by Ginn & Company. Diez was a companion of Cortez in the conquest of Mexico and undertook the work primarily to assist those who were engaged in the buying of the gold and silver which were being taken from the mines of Peru and Mexico for the further enrichment of the moneyed class and the rulers of Spain. He felt that he could best serve this purpose by preparing such a set of tables as should relieve these merchants from the necessity of computation. Apparently, however, he was prompted by the further demand for a brief treatment of arithmetic which should be suited to the need of apprentices in the counting houses of the New World.

Thomas E. Kirby, president of the American Art Association, declares that New York is now the art capital of the world. New York's establishment in this position came early in the war. According to Mr. Kirby, "just as soon as foreigners saw that successful sales could be made in the United States, New York was made the outlet for the chief centers of the world. . . . There were two reasons. First of all Americans had money with which to buy art, while in Europe money had to be used for other purposes. Then the dif-

ferences in exchange made it highly profitable to sell in this country. I remember one sale involving \$1,000,000 where the profit was over \$250,000. I know another sale at which the exchange profit amounted to \$50,000. In these cases the European dealers could have afforded nominally to have sold their collections for not more than they paid. The difference in exchange would have given them abundant profit. The result of this has been that Italy, France and to some extent England have sold many of their historic pieces. . . . This country has become a treasury of art. Private collections and museums have both been enriched." F. M. H.

Auction Calendar

Tuesday afternoon and evening and Wednesday afternoon, March 1st and 2nd, at 2:30 and 8:15. Colored plate books of the rarer class, sporting books, library sets, rare and beautiful bindings from the library of Anthony J. Drexel, Jr. (No. 1563; Items 741.) The Anderson Galleries, 489 Park Avenue, New York.

Friday afternoon and evening, March 4th. The Charles Romm collection of first editions, manuscripts and authors' inscribed copies of esteemed 19th century and modern English and American writers, including among others of note Whitman, Wilde, Moore, Conrad, Galsworthy, O. Henry, Bierce, Garland, London, Kipling, Hearn, Stevenson, Carman, Crane, Shaw, LeGallienne, Lang, James, Field, Harte, Burroughs, Clemens, Emerson, Howells, and Harris. (Items 757.) American Art Association, Madison Square South, New York City.

Catalogs Received

Americana, art, history, biography, fine sets, etc. (No. 5; Items 1344.) T. O. Cramer, 1321 Grand Ave., Kansas City, Mo.

Books on decorative illustration and printing as a fine art. E. Weyhe, 710 Lexington Avenue, New York.

Livres anciens et modernes. (No. 324; Items 632.) G. Lemallier, 25, rue de Chateaudun, Paris, France.

Nieuwsblad voor. (No. 8.) P. Bausch, Bureau: Heerengracht 124/8, Amsterdam, Holland.

Portraits cut on wood, many of them contemporaneous impressions from the times of Granach and Holbein; also, signed proofs of a group of Century Magazine engravers, including Timothy, Cole, Henry, Wolf, T. Johnson, etc. (Items 461.) Goodspeed's, 52 Park St., Boston, Mass.

Rare books and fine bindings. Himebaugh & Browne, Inc., 471 Fifth Ave., New York City.

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The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

Aldus Book Co., 89 Lexington Ave., New York
 Cabell, Jurgen, any ed.
 Cabell, any 1st eds. of.
 General History and Collection of Voyages and
 Travels, Robt. Kerr, Edinburgh and London, 1824.
 Suetonius, Aurelius Victor, Augustan History, Dion
 Cassius.

Mrs. Shillaber's Cook Book, 1887.
 Stith's History of Virginia.
 Index to Stith's History of Virginia, Morgan Poi-
 tiaux Robinson.

Original List of Persons of Quality who went from
 Gt. Britain to American Plantations, 1600-1700,
 John Camden Hotten, N. Y., Bouton, 1874.
 History of Dartmouth College, 1892, Chase.
 La Pudique Albion, Hector France.

Herndon's Life of Lincoln.
 Chinese Dictionary, J. A. Goncalves.
 Menchen, Barrie, Saltus, Locke, any firsts.
 Bierce, Beerbohm, any firsts.
 Yellow Book and Savoy, any odd vols.

Am. Baptist Pub. Soc., 1107 McGee St., Kansas City
 Complete set Beacon Lights of History, 15 vols.

Am. Baptist Pub. Soc., 223 Church, Toronto, Ontario
 History of the Baptist, Dr. Armitage.

John R. Anderson, 31 W. 15th St., New York
 Field, A Passing of Mother's Portrait.
 Field, Romance of an Old Fool.

W. H. Anderson Co., 524 Main St., Cincinnati, Ohio
 Maine's Popular Government.

Augustana Book Concern, Rock Island, Ill.
 Handbook of Biblical Difficulties, Tuck Cave.
 The Inspiration of the Old Testament, Pierson.
 The Inspired Word.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.
 Robert Ingersoll Complete Works, set.
 Gibbs' Soul of the War.
 Return of Peter Grimm, 3 copies.
 Jack Hall, Grant, 3 copies.

William M. Bains, 1213 Market St., Philadelphia
 Cone, Man Who Pleases and Woman Who Charms.
 Descartes Methods, Discourses on.
 Glaspell's Fidelity.

G. A. Baker & Co., 144 E. 59th St., New York
 Dunlop Society, No. 2, Dunlop's The Father.
 Dunlop Society, No. 3, Opening Addresses.

Thorne Baker, 45 William St., New York
 Science from an Easy Chair, 2 vols., Ray Lankaster.
 History of Creation, Ray Lankaster, second-hand;
 state condition and price.

Baptist Standard Pub. Co. 1015 Main, Dallas, Tex.
 Psychological Phenomena of Christianity, Cutter.
 Psychology of the Christian Life, Warner.

Barnie's Bookery, 727 E St., San Diego, Cal.
 Barber's Check-mates on the Cross.
 Chaney's Astrological Key to Life & Primer.
 Chess Men.
 Corning, Poultry Books.
 George, M. M., Stories in Season.
 Livres et Journaux pur Sanc, Demi Sang Courses,
 Haras.
 Motley, J. L., Merry Mount.
 Strong's Concordance, Loizeaux, Oto.
 Winston's, Illustrated Classics, Flexible Red.
 Young, Wm., Wishmaker's Town.
 Any Rev. F. W. Faber, Newman, Vaughan.

Barnie's Bookery—Continued

Blake, Chas. D., Harmonized Melodies.
 Bound Ephemeris, 1876-1916.
 Derby, Phoenixiana.
 Cook, T. A., History English Turf.
 George, Llewellyn, A to Z, Horoscope Delineator.
 Horse Journals, bound.
 Munice, Four Epochs of Life.
 Peake, Hedley, Chariots of the Flesh.

Beacon Book Shop, 26 W. 47th St., New York
 Life of Tchaikowski, large or small ed., Lane.
 Nathan, Another Book on the Theatre, Huebsch.

C. P. Bensinger Code Book Co., 19 Whitehall St., N. Y.
 A B C 5th At Telegraph Code.
 Pocket Edition Western Union, Universal.
 Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York
 Cable, Strange True Stories of Louisiana.
 Muret, Sanders Dictionary.
 Wells, Outline of History.
 Meyers, Konversations Leikon.

The Bibliopole, 55 St. Marks' Place, New York
 Biographies of Socrates, Alexander the Great, Aris-
 totle, Caesar, Napoleon, Voltaire, Michael Angelo,
 Leonardo DaVinci.
 Brandes, William Shakespeare.
 Humorous Hits and How to Hold an Audience.
 William Jennings Bryan's Speeches.
 Grizot's Civilization.
 Fables of LaFontaine.
 Sterne's Sentimental Journey.
 Homer's Odyssey.
 Dante's Inferno and Paradise.
 Cervantes, Don Quixote.
 Gulliver's Travels.
 Goethe's Faust.
 Heine's Reisebilder.

The Bobbs Merrill Co., Indianapolis, Indiana
 The Way to the West, Emerson Hough.
 The King of Gee Whiz, Emerson Hough, and W. D.
 Nesbit.

The Story of Live Dolls, Josephine Scribner Gates,
 original quarto ed.
 Patroon Van Volkenberg, Henry Thew Stephenson.

E. R. Boyer, Bourse Bldg., Philadelphia, Pa.
 Napoleona only; can procure any item; send wants;

Brentano's, Fifth Ave. & 27th St., New York
 Johnson, C. F., Shakespeare and His Critics, Bos-
 ton, 1909.

G. Wise, Autograph of Wm. Shakespeare, etc.,
 Philadelphia, 1869.

Browne, G. H., Notes on Shakespeare's Versification
 with a Short Bibliography, Boston, 1884, or later ed.
 A Memorial of John, Henry and Richard Townsend
 and their descendants, New York, W. A. Town-
 send, 1865.

Pedigree of the Family of Townsend, with wills and
 notes relating to the family, edited by Reginald
 Stewart Boddington, privately printed, London,
 Mitchell & Hughes, printers, 1881.

Shakespeare as a Lawyer, Franklin F. Heerd, Bos-
 ton, 1883, Bankside Restoration Society, New York
 Shakespeare Society.

Lewis, Charlton M., The Genesis of Hamlet, N. Y.,
 1907.

Snider, D. T., System of Shakespeare's Diaries, St.
 Louis, D. J. Jones, 1877.

Descendants of Thomas Dickenson, Chicago, 1897.
 House of Cobwebs, Gissing.

Siam, Lori.
 Cook Book, Lowney.
 Eve's Ransom, Gissing.

BOOKS WANTED—Continued

Brentano's—Continued

c Whirlpool, Gissing.
 The Odd Women, Gissing.
 Ventures into Verse, Mencken.
 Night Vision of the Bible, March.
 Star Land, Ball.
 Gates of Kamt, Orczy.
 God in His World, an interpretation.
 Genesio Precious Stones of North America, Kuny.
 History of Mr. Polly, Wells.
 What a Salesman Should Know About Advertising, Apsley.
 Lords of the Soil, Jocelyne Cuffee.
 Indian Giver, Hawell.
 Book of Flowers, Hardy.
 Bliss Carmen's trans. of Sappho's Poetry.
 Romance, Sheldon.
 Shrine of Silence, Frank.
 New Epoch, Marison.
 History of Dartmouth College and Town of Hanover, pub. 1892.
 Art of Worldly Wisdom, Gracian.
 God's Light as it Came to Me.
 John the Unafraid.
 Modern Mystic Way.
 Life and the Way, Moyomdar.
 Harmonics of Evolution, Huntley, 2 copies.
 Comte de Gabatis, 2 copies.
 Last of the Jonisary, Janvier.
 Overland Express.
 Addison Broadhurst or Master Merchant, Mott.
 Water Fowl Family, Sanford.
 French Revolution and English Poets, Hancock.
 Browning, Chesterton.
 Oppressed Eng. Co., Hay.
 Tommy Cateret, Forman.
 God and His Creatures, trans. Rickley, Aquinas.
 Washington's Reception by the Ladies of Trenton.
 Bird Book, Reed.
 Tracks and Tracking, Brunner.
 Serio Comic Profession, Bekker.
 Culture by Conversation, Waters.
 How Nature Study Should be Taught, Bigelow.
 Nature Study and Related Literature, McGovern.
 Nature Study Idea, Bailey.
 Biology of the Seasons, Thompson.
 Insects, Their Life, History and Habits, Baston.
 Plant Physiology, 2nd ed., Ganong.
 Living Plant, Ganong.
 Elements of Physics, vols. 1, 2, 3, Nichols.
 Religio Medical Masquerade, Peabody.
 Military History of Wayne County, containing Hist. of Alexander Stewart.
 World Organization, Bridgman.
 The Veiled Woman.
 From India to the Planet Mars, Flournoy.
 Book on Astronomy, Wallace.
 The Meredith Pocket Book, Allabone 5 Bks. in limp leather.
 The Judge, Block.
 Life of Carlyle, Froude.
 Philosophy of Law, Kant.
 Latest Anglers' Manual.
 Bransford in Arcadia, Rhodes.
 American Students, Blackstone.
 Waldorf Cook Book, Oscar.
 Rock Gardens and How to Make Them.
 The Bible Interpreter, ed. Hitchcock.
 Buck Parvin and the Movies, Van Loan.
 One Braver Thing, Dehan.
 The Guest at the Ludlow, Nye.
 What to Read.
 Christianity and Mythology.
 Essays Towards a Critical Method.
 Letters on Reasoning.
 Montague and Shakespeare.
 Pagan Christ.
 Patriotism and Empire.
 Molly Maguire, Pinkerton.
 Memoirs of Cardinal de Retz.
 Women of the French Renaissance, Sichel.
 French Revolution, Taine.
 Chinese Porcelain and Pottery, Hobson.
 Porcelain, Gorer and Blaker.
 History of Ulster County, J. Gould.

Brentano's, F and 12th Sts., Washington, D. C.
 Legge, Empress Eugenie and Her Son.

Brentano's—Continued

Hay, Oppressed English.
 Brown, Cabells and Their Kin.
 Lancaster, Historic Homes and Churches of Virginia.
 Bridgman's Book Shop, 108 Main, Northampton, Mass.
 In the Forest, Foster.
 The Haunted and the Haunters, B. Lytton.
 Masquerador, Thurston.
 Tenants of the Trees, Hawkes.
 Democracy, Henry Adams, pub. Holt.
 Esther. Henry Adams, pub. under name of Frances Compton.

Albert Britnell, 815 Yonge St., Toronto, Canada
 Mason, O. T., Origin of Invention, Scribner.
 Paulin, George, The Struggle for Existence, Scribner.
 Potts, Rev. J. H., The Golden Dawn or Light on the Great Future, about 1884.

Foster Brown Co., 472 St. Catherine W., Montreal
 Locomotive Operation, Henderson.
 Rhyme? and Reason?, Lewis Carroll.
 Marvels of Fish Life, Francis Ward.
 Handbook of Chemical Engineering, Davis, 2 copies.
 Bait Angling for Common Fishes, Louis Rhead.
 The Fine Art of Fishing, Samuel G. Camp.
 The Pilot Fish.
 Citizen of the World, good ed.
 French Revolution, Carlyle, Sullivan illustrations.
 Democracy, a novel, Henry Adams.
 Volumetric Analysis, Sutton.
 Princess Cassassima, Henry James.
 Damnation of Theron Ware, Harold Frederic.
 Gloria Mundi, Harold Frederic.
 Una May.
 Marven and His Boy Hunters.
 Esperanza, Bowman.
 The Good Girl, O'Sullivan.
 Library of Humor from Punch.
 The Universities of Europe in the Middle Ages, Rashdall, 2 vols.
 Flyfishers' Entomology, Ronalds.
 Selous, A Hunter's Wanderings in Africa.
 Agriculture Note Book, Primrose McConnell.
 Jurgen, Cabell.
 Canadian Banking System, Eckhardt.
 Life of Sir Robert Hart, Miss Bredon.
 Woman, Her Position, Influence and Achievement Throughout the Civilized World, designed and arranged by W. C. King.
 The Beginnings of New England, John Fiske, cloth, vol. 2 of the 8 vol. set, History of American Colonies.
 Dame Julian Beinas's Treatise on Fishing with an Angle.

Frank C. Brown, 44 Bromfield St., Boston, Mass.
 Halford's Modern Development of the Dry Fly.
 Marbury's Favorite Flies and Their History.
 Andrew Jackson Davis' Works, 29 vols.
 Bacon, E. M., The Connecticut River.

Brown, Thomson & Co., Hartford, Conn.

Who's Who Among the Ferns, leather, Beechcroft, pub. Moffat, Yard & Co.

Brown University Library, Providence, R. I.

Hazelton, Geo. C., & Benrimo, J. H., The Yellow Jacket.
 Schnitzler, Arthur, Playing with Love.

Cadmus Book Shop, 312 W. 34th St., New York
 Atkinson, An Ulster Parish, being a History of Donaghcloney, 1898.
 Conspectus of History.
 Maine Historical Soc., 2nd series, vols. 5, 9, 10, 11, 12, 13.
 Colonial Society, Mass., vols. 2, 19.
 Bernard of Abington, vols. 1, 2.
 C. J. Fox, Russell.
 Washburn, Judicial Hist. Mass.
 Walpole, Reign Geo. II.
 Life of Sir Wm. Pepperell, Parsons.
 History of England, Massey.
 Life Otis, Tudor.
 American Thought, Riley.
 Fight for Canada, Wood.

BOOKS WANTED—Continued

Cadmus Book Shop—Continued

Jonathan Edwards, Allen.
 Stephen Hopkins, Foster (R. I. Tracts).
 Life Frankland, Nason.
 French and Indian War, Drake.
 Alden Bradford, Speeches of Governors (state papers).
 Reports on Cases, J. Quincey.
 Historical Digest, Provincial Press, Weeks & Bacon.
 Parables from Nature, Gatty.
 Life Sheridan, Moore.
 Chesterfield Letters, 1st ed.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.
 Chesterton's Blake.
 Grandgent, Dante.
 Foster, Century of American Diplomacy.

M. E. Carlton Co., Flint, Mich.

Isle of the Winds, S. R. Crockett.
 Red Acts, S. R. Crockett.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
 Amundsen, Northwest Passage, 2 vols.
 Wood, Dictionary of Quotations.
 Linn, Golden Gleams of Thought.
 Barnard, Every Man His Own Mechanic.
 Pike, Morals and Dogma.
 Auto Engineering, vol. 1 only, black cloth.
 Raymond, Essentials of Zesthetics.
 Wallas, Human Nature in Politics.

Central Book Co., 93 Nassau St., New York

Minor's Institute, vol. 3, part 2.
 Taylor's Science of Jurisprudence.
 Lorimer, Institutes of Law.
 Holland, Natural Law and Legal Practice.
 Science and Health, 1st to 50th eds.
 C. S. Journals, complete and odd nos.
 C. S. Manuals, old pamphlets, etc.

Chamberlain Bros., Pittsfield, Mass.

Among the Pines, Kirk.

George M. Chandler, 75 E. Van Buren St., Chicago

Bierce, Works, 12 vols.
 Bierce, In the Midst of Life.
 Trench, On Woods.
 Stoddard, South Sea Idyls.
 Rupert Brooke, A Memoir, Marsh.
 Melville, Redburn, Omoo, Moby Dick, White Jacket.
 Flecker, J. E., Collected Poems.
 Longfellow, Whittier, Holmes, Blue & Gold ed.
 Haldane, Conduct of Life.
 Voynich, Jack Raymond.
 Hunter, History of North Carolina.
 Roosevelt's Works, Dakota ed., 24 vols.
 Ricci, Louis 16th Furniture.
 Pliny, Natural History, vol. 1, Bohn.
 Mahan, The Archko Volume.
 McCabe, Evolution of the Mind.
 Tom Jones, vol. 2, Macmillan, Eng. Classics.
 Herndon's Lincoln, 3 vols.
 Head, A Notable Law Suit.
 Harnack, The Sayings of Jesus.
 Guest, Edgar, Breakfast Table Chat.
 Goldstein, I., Jesus of Nazareth.
 Fitzgerald, Letters and Literary Remains, 3 vols.
 Farr, Ancient Ships.
 Dunton's Letters, Prince Soc.
 Courtship of Leonardi DaVinci.
 Cole, Cost Accounting for Institutions.
 Clifford, Rugs of the Orient.
 Chase, Owen, Loss of the Essex.
 Catalogue Raisonne, Doves Press.
 Brandes, Main Currents, 6 vols.
 Bourrienne, Napoleon, 3 vols., Bentley, 1885.
 Birrell, Obit Dicta, 2nd series.
 Birrell, Men, Women and Books.
 Ashton, Mark, Jezebel's Husband.
 Jusserand, Literary History, vols. 2 and 3.
 Saintsbury, Literary Criticism, 3 vols.
 McCaleb, Aaron Burr Conspiracy.
 Halford, Development of the Dry Fly.
 Dumas, My Memoirs, 6 vols.
 Dawes, Nix's Mate, about 1840.
 Bullen, Denizens of the Deep.
 Woodbridge Records, New Haven, 1883.

G. M. Chandler—Continued

Smith, Elinor, Songs of Life and Nature.
 Shepherd, Historical Atlas, Holt.
 Stephen, Free Thinking and Plain Speaking.
 Wallace, Fairies and Things.

Chicago Public Library, Chicago, Ill.

Caverly, R. B., History of the Indian Wars of New England.
 Cleaver, C., History of Chicago from 1833-1892.
 De Hass, W., Indian Wars of Western Virginia.
 Drake, S. G., Particular History of the Five Years' French and Indian War.
 Duganne, A. J. H., Fighting Quakers.

City Library Association, Springfield, Mass.

Camp, Fine Art of Fishing.
 Crabtree, First Belgian Hare Course of Instruction, 2 copies.
 Dockrell, Law of Mental Domination.
 Eggleston, Recollections of a Varied Life.
 Ferguson, Garrison's Finish.
 Goldston, Tricks and Illusions.
 Harris, Hints on Advocacy, 1911.
 Int. Lib. of Tech., vol. 54, Mechanical Drawing; vol. 148, Pencil Charcoal.
 Jackson, Persia Past and Present.
 Loughhead, Quick Cooking.
 Lyon, Colonial Furniture of New England.
 McClure, Anecdotes of Abraham Lincoln.
 Probyn, Italy, 185-1878, Cassell.
 Morfill, Grammar of Polish Language.
 Moody, Great Divide.
 Pushkin, Translations from Pushkin, Low.
 Scott, Tales of a Grandfather, vol. 2, Scotland.
 Viaud, India, trans. by Inman.
 Walter, Peeps at Many Lands; Russia.
 Weldon's Fancy Costumes.

R. F. Clapp, Jr., Albany, N. Y.

Lands and Their Omens in Galloway, P. H. McKeile.

Arthur H. Clark Co., Caxton Bldg., Cleveland, Ohio

Norris, Vandover, the Brute, Doubleday, N. Y., 1914.
 Sarchet Genalogy.
 Edinburgh Review, vol. 155.
 Warren, Memoirs of West.
 Washington, Geo., Life of, Marshall, 1 vol., school ed.
 Winslow, Insanity of Crime and Passion.
 Kip, Early Jesuit Missions in N. A.
 U. S. Natl. Museum, Bull. 50, any parts.
 Clarke, Fitting Sheep for Show Ring and Market.
 King, Fort Frayne.
 Browne, Religio Medici.
 Metal Industry, vols. 1-5, vol. 6, nos. 5, 8.
 Wyoming, any books, etc., on.
 Poetry, any privately printed items.

John Clark Co., 1486 W. 25th St., Cleveland, Ohio

Agassiz, Louis, Lake Superior.
 Oberlin Evangelist, 1839 to 1859.
 Phillpotts, Eden, Iscariot.
 Wisconsin Historical Collections, vols. 22, 23, 25.
 Symonds, A Problem in Greek Ethics.
 Symonds, A Problem in Modern Ethics.
 Wilkes, An Essay on Woman.

William M. Clemens, Pompton Lakes, N. J.

Dental Directory, 1919 or 1920.
 Reminders, small lits.
 Any genealogies, cheap, spot cash.
 Anything on South Carolina.
 Anything on Georgia.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Cabell, Jurgen or any title.
 Our Race, Totten.
 All Among the Lighthouses, Batchelor.
 Argosy, Jan., 1898.
 Science and Art of Phrasemaking, Brown.
 Turner's Golden Visions, Lewis Hind, Dodd, Mead.
 Si Klegg and His Pard.
 Divine Pedigree of Man, Hudson.

Columbia University Library, New York

Gale, H., Psychological Studies, H. W. Wilson, 1900.
 Doane, G. W., ed., Remains and Memoir of the Rev. Charles H. Wharton, 1834, 2 vols.

BOOKS WANTED—Continued

Columbia University Library—Continued

Literature, American ed., new series, vols. 1, 2, Harper, New York.
Encyclopedia Britannica, Handy volume ed.

Columbia Univ. Bookstore, 2960 Broadway, New York
Mellor, J. W., Quantitative Analysis.

Dartmouth College Library, Hanover, N. H.

Brown, D. W., Commercial Power of Congress.
Buchanan, J. R., Story of a Labor Agitator.

Davis' Bookstore, 36 Vesey St., New York

The Hudson, Lossing.
Life of Christ, Tissot.

A. W. Delequest Book Co., Montesano, Augusta, Ga.

Beden Pendavis Genealogy.
Clarissa Marlow, Samuel Richardson.
Turn of the Screw, H. James.
Poems, Sidney Lanier.
Occasional Thoughts, Horace Seaver.
Speeches, James I. Wilson.

Dennen's Book Shop, 37 E. Grand River, Detroit
Williams, Science of Happiness.

Detroit Public Library, Detroit, Mich.

Arvine, Cyclopaedia of Anecdotes of Literature and the Fine Arts.
Skehan, Practical Police Work.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Jepson, Flora of the Middle West.
Abraham, Complete Mountaineer.
Magellan's Voyage Round the World, pub. Clark, Cleveland.

Questioned Documents, Osborne.
History of New York Shipyards, Morrison.
Argonaut Stories, pub. S. F., 1906.

Archo Volume, 2 copies.
Carleton, One Way Out.

French, Advertising.
Hamilton, Materials and Methods of Fiction.

Austin, Lost Borders.
Royce, The Passing of the American.

Tassin, The Magazine in America.
Norris, The Octopus, uniform ed., 2 copies.

Some Merchants and Sea Captains of Old Boston.
Other Merchants and Sea Captains of Old Boston.

Dixie Business Book Shop, 41 Liberty St., New York

Margraff, A. W., International Exchange, 4th ed., 1912.

Brokerage Accounts, Todman, Ronald Press.
Choice and Chance, Witworth.

Critical Examination of Our Financial Policy During Southern Rebellion, Newcomb.

Economic Crises, Jones.
Machinery of Wall Street, Selden.

Overproduction and Crises, Rodbertus.
Railroad Accounting, Hooper.

Stock Prices, Bond.
Theory of Credit, McLeod.

Robert W. Doidge, 16 Elm St., Somerville, Mass.
Any books on Magic, Juggling, Puzzles, etc.

James F. Drake, 4 W. 40th St., New York

Carlin, My Ireland, 1st ed.
Conrad, Typhoon, 1st. American ed.

Eddy, Recollections and Impressions of Whistler, 1903, 1st ed.

Carteret Club, Whitman.
Morley, Christopher, Shandygaff, 1st ed.

Poems of Henry Van Dyke, 1st ed.
Robinson, E. A., Poems, 1st ed.

Wright, A Kiss for a Blow, 1st ed.
Wharton, Motor Flight Through France, 1908, 1st ed.

Whitman, Drum Taps, 1865.
Wilson, Geo. Washington, 1897.

Wister, Virginians, 1st ed.
Gibson, Second Class Passenger, 1st ed.

Riverside Press, Pan's Pipes.
Bacheller, Eben Holden, 1st ed.

Hewells, Rise of Silas Lapham, 1st ed.
Hearn, Exotics and Retrospectives, 1st ed.

Hearn, Crime of Sylvester Bonnard, 1st ed.

James F. Drake—Continued

James, Daisy Miller, a Comedy, 1st ed.

James, Roderick Hudson, 1st ed.

James, Watch and Ward, 1st ed.

Memoirs Baroness Riedesel.

Memoirs Bougainville, Aide de Camp to Montcalm.

Ward, Artemus, any 1st ed.

Wharton, Fromme, 1st ed.

West Point Jic Jacs, New York, 1878.

Harte, Lost Galleon, San Francisco, 1867.

Cabell, any 1st ed.

Christopher Morley, any 1st ed.

E. A. Robinson, poems, 1st ed.

E. A. Robinson, The Torrent, 1st ed.

E. A. Robinson, Lancelot, pub. Poets' Society.

E. A. Robinson, Children of the Night, 1st ed.

E. A. Robinson, Capt. Craig, 1st ed.

Frost, North of Boston, 1st ed., large paper.

Housman, A Shropshire Lad, 1st ed.

Dr. John Brown, Rob and His Friends, 1st ed.

Percy FitzPatrick, Jock of Bushfield, 1st ed.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

Walt Mason's Business Prose Poems.

Tucker, Instead of a Book.

H. & W. B. Drew Co., Jacksonville, Fla.

Jurgen.

E. P. Dutton & Co., 681 Fifth Ave., New York

Albion, any books pertaining to the shipwreck of the: April 22, 1822, and other true accounts of shipwrecks.

Blackstone's Commentaries on the Laws of England, 4 vols., 1809.

Barber, John Warner, Conn. Historical Collections.

Beerbohm, Max, More; Yet Again; Works; Second Childhood of John Bull; Happy Hypocrite, 1st eds.

Bunner, H. C., Poems, 1st ed; Stories, 1st and 2nd series, 1st eds.

Burdett, Margaret Moñgrieffe.

Castle, Agnes and E., Bath Comedy; Incomparable Bellairs.

Flaubert, G., Set in English containing Juvenia, Dream of Hell and Smarh.

Graham's American Monthly Magazine, any years.

Grant, Allen, Evolution of Italian Art, formerly pub. by Wessels.

Lucas, Swan of Litchfield.

Martineau, H., History of the Peace, vol. 1, Boston, Walker, 1864.

Margraff, International Exchange.

Mason, Miranda of the Balcony.

Moore, G., Modern Lover; Mummer's Wife; Drama in Muslin; Mike Fletcher; Confessions of Young Man; An Irish Gentleman, preface by Moore, 1st eds.

Prescott, Prescott Memorial, Genealogical Memoir of Prescott Families in America.

Pyle, Howard, 1st eds.

Speculum Amantis, 1895, ed. by A. H. Bullen.

Stevenson, R. L., Life and Letters of, Thistle ed.

Tallentyre, Friends of Voltaire; Women of French Salon.

Two in Sicily.

Valentine Manuals before 1852, must be complete.

Alex. Eakin, 3958 Sacramento St., San Francisco, Calif.

History of Calif., Hittell, vol. 4, sheep.

Overland Monthly, vol. 8, 1st Series, half calf.

Eldorado, Taylor, vol. 2, 1850.

Human Personality, Myers, vol. 2, 1903.

History of England, Lecky, vol. 7, cl.

The American Revolution, Trevelyan, part 2.

E. A. Poe's Works, vol. 2, cl., 12mo, 1850.

Letters of Md. Sevigne, vols. 1 and 7, 1810.

Mark Twain, A Bio. Paine, cl., vols. 1, 3, 4.

History of Church, Schaff, vol. 5, pts. 1 and 2.

Hastings' Dict. of Bible, vol. 5, half lea.

Clarke's Commentary, vol. 1, Royal 8vo.

Cooley's Blackstone, 4th ed., vol. 2, sheep.

Letters of J. R. Lowell, Norton, vol. 2.

The Expedition of Lewis & Clark, Hosmer, vol. 1.

Edward Eberstadt, 25 West 42nd St., New York

Kern, E. M., or Richard, Anything by them relating to their Western Explorations.

Sitgreaves Expedition.

Simpson's Journal.

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Signs, and other unusual characters in writing;
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Marshall Field & Co., Chicago

Beethoven and His Five Symphonies, Grove.
Outline History of Scotland, W. M. McKenzie.

Nelson L. Finch, Johnstown, N. Y.

Lenning, Enc. of Freimaurei, Leipsig, 1822, vol. 3
only.
Catalog of Masonic Library of S. C. Lawrence.
Anderson's Constitutions (Masonic), 1723, or other
eds.
Dillman, Across the Wheat.
Garland, The Little Norsk, 1892.
Mrs. Geo. E. Spencer, Calamity Jane, 1876.
Old Masonic books.

H. W. Fisher & Co., 207 S. 13th St., Philadelphia
Roosevelt, 1st eds.
Horses, Pocock.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.
Life in California, Alfred Robinson.

Friedman's, 53 W. 47th St., New York

Principles of Light and Color, Babbitt.
Mushrooms, Edible and Otherwise, M. E. Hard.
Schopenhauer, in English, complete set.
American Statesmen, 32 vols.

Gammel's Book Store, Austin, Texas

Noted Guerrillas or Warfare of the Border, J. N.
Edwards.
Southern Generals, Their Lives and Campaigns,
Wm. Parker Snow.

J. K. Gill Co., Portland, Ore.

McLoughlin and Old Oregon, Eva Emery Dye.
Birds of Oregon and Washington, Lord.
Howell's Flora of the Northwest.
Condon, Oregon Geology.
Quilts, Marie Webster.
Nature Versus Drugs, Reinhold.
House on the Hudson, Case.
Geo. Gissing, Charles Dickens, a Critical Study.
Moderswell, Theater of Today.
Powys, Visions and Revisions.
Morrison, Tales of Mean Streets.
Jacks, Alchemy of Thought.
Jurgen, Cabell.
Tiger Island or Elsewhere.
Reminiscences of a Ranchman, Edgar Bronson.
Berenson, Venetian Painters of the Renaissance.
Berenson, North Italian Painters of the Renaissance.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.

Draper, Kings Mountains and Its Heroes.
O'Brien, The Lawyer.
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Tchenskykovsky, What Is to Come?

L. A. Goldsmith, 123 West 56th St., New York
Life of the Universe, Arrhenius; condition.

Goodspeed's Book Shop, 52 Park St., Boston, Mass.
Arabian Nights, trans. by Fitzgerald, 2 vols., Lane.
Arrow, Simon, Count Fanny Nuptials, 1907.
Bates, Week Away from Time.
Beardsley, Sketch of Wm. Beardsley.
Benson, E. F., Dodo; Dodo's Daughter.

Goodspeed's Book Shop—Continued

Benson, Catalog of Etchings.
Bruce, H. A. Scientific Mental Healing.
Campbell, History Colony of Virginia, 1860.
Carter, J. G., Essays on Popular Education, 1826.
Chesterton, Gray Beards at Play.
Club of Odd Volumes, any titles.
Concord, Mass., Hist. of, by Shattuck.
Davis, El Gringo.
Dixon, Thomas, The Southerner.
Doniphan's Expedition, 1848.
Downing, Landscape Gardening, 9th ed.
Gregg, Commerce of Prairies.
Griffis, Lily Among Thorns.
Hare, Walks in Paris, Macm. ed.
Holme, Studio, Modern Woodcuts and Lithos.
Holmes, O. W., Authorship of Shakespeare.
Howe, Hist. Col. of Va., 1845 or 1852.
Ireland, Hist. N. Y. Stage.
James, Henry, Bibliography of, by Phillips.
Kelley, Hall J., Circular to persons migrating to
Oregon, 1831; Geog. Sketch of Oregon, 1830 or '31.
Lord, Chancellors of England, Lives of, Estes,
Lauriat, cloth, vols. 4 and 5.
Lover, Samuel, Poems.
Ludlow, Dramatic Life as I Found It.
Lyons, Colonial Furniture.
Mabie, H. W., Works and Days, Dodd, Mead.
Mass. Hist. Soc. Proceed., series 2, vol. 6.
Melville, Moby Dick, old ed.
Mosse, J. L. J., Pewter Plate, 1910.
Mt. Desert, Hist. of, by Street.
Myers, F. W. H., Human Personality.
Nicholson, Twelve Portraits, Russell.
Niles, Bog-Trotting for Orchids.
Norris, American Angler's Book.
North Carolina, Hist. of, by Martin.
Penn. Archives, series 2, vols. 8 and 9.
Peters, Pioneer Life.
Peyrouse, Voyage Around World, Boston, 1801.
Pratt, Hist. Eastham, Orleans, etc.
Prior, M., Poems on Several Occasions, Cambridge,
1905.
Rhodes, E. M., Good Men and True.
Rosenkreuz, C., Fraternity of True Brothers.
Rowley, Mass., Settlers of, 1887.
Smith, Gertrude, Queen of Little Barrymore St.
Scott, Hist. English Sounds, Oxford Univ. Press.
Shoberl, Frederick, Persia, Philadelphia, 1828.
Taylor, Bayard, Eldorado, 2b., 1850.
Thoreau, Cape Cod, illus. by Watson, vol. 2 and set.
Treves, Cradle of the Deep.
Virginia, Hist. of, by Burk.
Wah ho Toyo, or Trail to Taos.
Walker, Williston, Ten New England Leaders.
Wallace, J. W., Sketches of Wm. Bradford, Phila-
delphia, 1876.
Wyatt and Chambers, Beo-Wulf.
Genealogies, Atwood, Boston, 1888; Beardsley, 1902;
Bisbee, 1876; Hoyt, 1871; Ipswich Emersons; Mac-
Farlane, 1893; Neff gen.; Porter, Descend. of John,
1882; Root gen.; Soule gen.; Southworth, 1905.

Gotham Book Mart, 128 W. 45th St., New York
Masters, Spoon River Anthology, 1st ed.
Uncle Tom's Cabin, 1st ed.
Rea, P. M., Directory of American Museums of
Art, History and Science, Buffalo Society of
Natural Sciences.

The Grail Press, 712 G St., N. E., Washington, D. C.

With the Adents, Hastyman.
Life of Jehoshua, Hastyman.
Cloud Upon the Sanctuary, Karl von Eckartshausen.
Mysticism of Colour, Bruce.
Ravelette, Randolph.
Any books on Rosicrucianism.

Grant's Book Srop, 127 Genesee St., Utica, N. Y.

Leonard West, Natural Trout Fly and Its Imitation.
Peter Grimm.
Thousand Miles of Miracles.

Benj. F. Gravely, Martinsville, Va.

Edward Legge, Empress Eugenie and Her Son.
Edward Legge, Edward VII in His True Colours.
Edward Legge, More About King Edward.
Gring, Eclectic Chinese-Japanese-English Dictionary.
Gubbins, Dictionary of Chinese-Japanese Words.
Lav. Chinese Characters for the Use of Students of
Japanese.

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Hungry Heart, David Graham Phillips.
Up and Down, Benson, pub. Doran.

Hampshire Bookshop, 192 Main, Northampton, Mass.
Norman Duncan's The Way of the Sea, Revell.

F. B. Hartranft, 450 Asylum St., Hartford, Conn.
Mayflower Descendant, set or odd vols.
Genealogies, Clark, Webb, Pierce.
Harvard Classics, cloth.
Rhoad's Hist. of U. S.
Mitchell, D. G., Fudge Papers; The Lorgnette, in parts.
Bullet and Shell.

R. E. Hartwig Co., 210 Book Bldg., Detroit, Mich.
Winds of Destiny, O. Henry Series, 1916, 1st ed.

Harvard Co-operative Society, Cambridge, Mass.
Brown, New Skating.
Bartholomew, Atlas of World Commerce, Scribner.
Brown, Elements of Figure Skating.
Hill, History Diplomacy in International Development of Europe, 3 vols., Longmans.
Andrews, Apocryphal Books of the Old and New Testament, Century Bible Handbooks, vol. 5, Doran, 1909.
Thackeray, Relation of St. Paul to Contemporary Jewish Thought, Macmillan, 1900.
Harvard Crimson, 1876-1880.
Harvard Advocate, 1876-1880.
Peter Pan A. B. C., Hodder and Stoughton.
McTyler, History of American Literature, 2 vols.
Little, My Lady of the Decoration, Century.
VanDyke, Out of Doors in Holy Land, Scribner.
Any publications of State Constitutional Conventions.
Am. Constitutions, Thorpe, 9 vols.

H. R. Hass, 5105 N. Robey St., Chicago
Dictionary of English Phrases with Illustrative Sentences, Kwong Ki Chin, 1881.

Hazen's Bookstore, 238 Main St., Middleton, Conn.
A Thousand Years of Hubbard History.

H. Heckman, 250 Third Ave., New York
Craftsman Book 3, vol. 10.

Ernst Hertzberg & Sons, 1751 Belmont Ave., Chicago
Thackeray, Vanity Fair, vol. 2, ill. Lib. ed.
Mark Twain, 25 vols.
Roosevelt, 28 vols.
Stevenson, Thistle ed.
Kipling, Outward ed.
Irving, 40 vols.
Thomas Paine, 10 vols.

Walter M. Hill, 22 E. Washington St., Chicago
Poetevin, Petits Poetes, francais depuis Malherbe, 1864.
Emerson's Essays, 1st and 2nd series.
Melliers, Physical, etc., Descriptions of St. Helena, 1875.

Lively, True Chronologie of Times of Persian Monarchie, 1597.

Plan of the House of Man Sir, The, Dr. Cabel.
Mercantile Marine Atlas.

Johnson, History of Pyrates.
Cabell, Gallantry.
Forests, Great, any books on great forests.
Smyth, Collection of Papers on Psychics.
Carpenter, From Adam's Peak to Elephanta.
Bacum and Cadell, The Detection of Forgeries.
Main, Treasury.
Pitt, The Younger-Rose.
Brastrow's Representative Modern Preachers.
Brooke, Life and Letters of Frederick W. Robertson.

James Huneker, 1st eds.
Dumas' Works, vol. 17 Lib. Lim. ed., Little, Brown.
Henry James, 1st eds.
Piatt, Idylls and Lyrics of the Ohio Valley.

Himebaugh & Browne, 471 Fifth Ave., New York
Finished.
Pauline, Browning.

Himebaugh & Browne—Continued

Dramatic Lyrics, Browning.
Men and Women, Browning.
Ring and the Book, Browning, 2 vols.
Return of She, pub. Grosset.
Spirit of Bambatse, pub. Longmans.
The Serpent, Arthur Avalon.
The Kiss and Its History.
Kamasutra.
New Zealand, Black.
Portrait History of Lincoln, Brady.
Literary Anecdotes and Illustrations of Literary History, John Nichol, 17 vols.
Bibliographical Decameron, Dibden.
Peasant Art of Scandinavia, pub. Lane.
Peasant Art of Hungary, pub. Lane.
The Translation of aavage, Sir Gilbert Parker.
Royal Helps to Royal Living, M. W. Richardson.

Hochschild, Kohn, Howard & Lexington, Baltimore
St. Nicholas Magazine for June, July, August, September, October and November, 1915.
St. Nicholas Magazine for June, July, August, September, October and November, 1916.
Remington Reproductions in Color, bound or in sheets.

Taine's History of English Literature.
La Belle's Nivernaise, Daudet, in English.
Two Years in a Forbidden City, Princess Dee Lung.
Heritage of Langdale, Alexander.
Lost World, Doyle.
Physical and Industrial Training of Criminals, H. D. Wey.

L. W. Moore, His Own Story.
Life Sentence, N. W. Burgess.
Fifty Years of Prison Service, Brockway.
Making of a Criminal, C. E. Russell.
True and False Sex Alarms, Gilbert.
Legal Photography, P. R. Brown.
Forgery and Its Detection and Illustration, Ames.
Sharps and Flate, Maskeleyne.
Days of My Years, M. McNaughton.
Enemies of the Underworld, O'Sullivan.
Autobiography of a Criminal, Hornman.
Memoirs of Secret Service, Burnham.
Prisons, Police and Punishments, E. Carpenter.
Detective Guide to Success, Woolridge.
Twelve Years a Detective, Woolridge.
Twenty Years a Detective in the Wickedest City in the World, Woolridge.

American Sherlock Holmes, Woolridge.
Enforcement Laws in Cities, B. Whitelock.
Land's End, Wm. H. Hudson.
Ventures into Verse, Mencken, pub. Marshall Beck & Co.

George Bernard Shaw, His Plays, Mencken, John W. Luce & Co.
Philosophy of Friedrich Nietzsche, Mencken, 1st ed.
A Doll's House, Little Eyolf, the Play, Ibsen, edited by Mencken.

Appreciation of Architecture, Caffin.
Old Foggy, His Musical Opinions and Grotesques, 40 Songs by Huneker.
Creole Cook Book, pub. New Orleans Times-Picayune.

Lost World, A. Conan Doyle.
Song-love of Ireland, Fernleaf Mason.
The Descendants of William Boarman, Thomas, 1890(?).

Paul B. Hoeber, 67 E. 59th St., New York

Balfour.
Treatise on Comparative Embryology, London, 1881.
Christian Herter, Bacterial Infections of the Alimentary Tract.

W. B. Hodby, 214 Stanwix St., Pittsburgh, Pa.
Second Penna. Geological Survey, vol. 12.
Influence of Sea Power Upon History, Mahan.
Popular Oil Geology, Zeigler, 1st ed.

Paul Hunter, 401½ Church St., Nashville, Tenn.
Reed's American Law Studies.
Lilliengecrentz's The Thrall of Lief the Lucky.
Lilliengecrentz's The Ward of King Canute.
Britannica, 11th ed., Cambridge ed.

H. R. Hunting Co., Myrick Bldg., Springfield, Mass.
Lord, Beacon Lights of History, vol. 3 of 1912 (16 vol. rev. ed.) ed.

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McClure, Our Presidents and How We Make Them.
Life of Mark Twain, Paine, 3 vol. or 4 vol. ed.,
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G. W. Jacobs & Co., 1628 Chestnut St., Philadelphia
The Friendly Craft, Hanscon, new copy.

William R. Kane, Book Hill, Highland Falls, N. Y.
Popular Tales and Fiction, Their Migrations and
Transmigrations, J. Storer Clouston.
Volumes of Short Stories.

Kent State Normal College, Kent, Ohio

Teachers' College Record, September, 1918.

Kieser's Book Store, 221 N. 16th St., Omaha, Neb.
Winchill, Preadamites.
Renan, Life of St. Paul.
Emile Zola, Dreyfus Case.

Kleintech's Book Store, 1245 Fulton St., Brooklyn
British and American Drama of Today.
Continental Drama of Today.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
Rheingold and Valkyrie.
Siegfried, ill. by Rackham, cloth ed.

Kroch's Bookstore, 22 N. Michigan Blvd., Chicago
DeGroot, Chinese Religion.
Books of Wm. Hazlitt and Leigh Hunt.
King's Lily and Rosebud.
Hinton, On Fourtr Dimension.
Bohm Bawerk, Smarts trans., Capital and Interest.
Montesquieu, Spirit of Laws, 2 vols.
Allen, Reason the Only Oracle Man.
Suttner, Lay Down Your Arms.
Cousen's 50 Salem Doorways.
Bullen, Idylls of the Sea.
Benson, Child of Dawn.
Diary of Marjorie Fleming.
Wasps, Social and Solitary.
Fragments from France, large paper ed., any or
all except no. 1, Capt. Bairnsfather.

Kuttner's Sons, 115 S. Spring St., Los Angeles, Cal.
Doughty, Arabia Deserta.

Charles E. Lauriat Co., 385 Washington St., Boston
Story of an Unhappy Friendship, Sherard.
Real Oscar Wilde, Sherard.
Some of Shakespeare's Female Characters, Martin.
Nietzsche, 14 vols.
Rhyme and Reason, Carroll.
Artemus Ward's Complete Works, Dillingham Co.
Life of Cicero, W. Forsyth, Scribner, 1863.
Animal Episodes, Powell.
Spain in Profile, J. A. Harrison.
Greek Vignettes, J. A. Harrison.
Externalism, Orlando Smith.
Ingersoll, 13 vols., Dresden ed.
Science and Health, early eds.
Nature and Camera, Dugmore.
Game Birds at Home, Van Dyke.
Camera Shots at Big Game, Wallihan.
Life of H. W. Herbert.
Dictionary of Flies, Orvis.
William Norris, Stephen Phillips.
Aunt Alice in Bohemia.
Any books on Cock Fighting.
Dry Fly in Theory and Practice, Halford.
Book of Dry Fly, Dewar.
Dry Fly and Salmon, Shaw.
Dry Fly, Trout, etc., Redquill.
Gunsetting, Gruette.
The Setter, E. Laverick.
Simplicity of Golf Swing, Lyster.
Brook Trout, Rhead.
Vade Mecum and Trout, 3rd ed., Tolman.
The Overland Stage to California, Crane, pub. 1901.
Beard, Progress of Orchid Culture in America.
Eaton, Nomenclatorial Studies in Three Orchid
Genera.
Fernald's Rattlesnake Plantains of New England.
Gibson's Native Orchids, 1905.
Gibson's A Few Native Orchids and Their Sponsors,
1908.

Charles E. Lauriat Co.—Continued

Gray, Orchidaceae, revised by Oakes Ames.
Jessup, Habenarai Fimbriata Var., Bloomington,
Ind., 1893.
Siebrecht and Wadleigh Catalog of First Orchid
Exhibition in America, 1887.
Stiles, Orchids, New York, 1887.
Wiegand, Revision of the Genus Listera, New York,
1887.
Young, All of Nature's Fashions in Ladies' Slippers
for Northeastern Part of U. S.
Three Generations.
Fourth Generation, Janet Ross.
Middle Years, Mrs. Tynan.
Letters of Oswald Creighton.
Lady of the Island, Beatrice Grimshaw.

Lemcke & Buechner, 32 E. 20th St., New York
American Review of Tuberculosis, vol. 1.

C. F. Lewis, 622 Pike St., Seattle, Wash.

Shufeldt, Studies of the Human Form.
Criminology, anything on the subject.
Ingersoll, Dresden ed., vol. 3 only.
Lewis and Clark, anything on expedition.
Boswell's, Life of Johnson.

Liberty Tower Book Shop, 55 Liberty St., New York
Expansion of Races, Woodruff, pub. Rebman.

Library Association of Portland, Portland, Ore.

James, What Maisie Knew.
Rawlinson, Five Great Monarchies of the Ancient
Eastern World.
Tyler, Literary History of the American Revolution.
Library of Congress, Order Division, Washington
Keasby, L. M., Nicaragua Canal and the Monroe
Doctrine, N. Y., Putnam, 1836.
Priestly, Charlotte, The Lure of Washington, N. Y.,
Thomsen-Ellis Co., 1920.

Little, Brown & Co., 34 Beacon St., Boston, Mass.
The Common Law, Robert W. Chambers.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.

Sabin's Dictionary Americana, any parts.

Lord & Taylor Bookshop, 5th Ave. at 38th St., N. Y.
Kirby, Daffodils, Narcissus and How to Grow Them.
Dawson, Tales of the Somme, illus. by Bairnsfather.
F. W. Adams, John Henry Smith, Fennos.
Reed, Guides to Taxidermy, Doubleday, Page & Co.
Hope, Grammar of English Heraldry.
Crockett, Red Axe, Harper.

Lowman & Hanford Co., Seattle, Wash.

Mechias Me Centinmal.
Translation of a Savage, G. Parker.

Nathaniel McCarthy, 1013 Nicollet Ave., Minneapolis
Owen Seamen, Borrowed Plumes, Holt, 1920.
American Bible.
Dorothy Truedell.
Schopenhauer, Works.
Nietzsche, Works.
Speer, Life of Dr. Cochran.
Bury, History of Freedom of Thought.
Cooke, Life of Florence Nightingale, Macmillan.
Any volumes by Leonard Merrick in limited ed.

A. C. McClurg & Co., 218 S. Wabash Ave., Chicago
Lewis and Clark Journals, ed. by Thwaites, large
paper ed., 15 vols.
Rainsford, The Land of the Lion, Doubleday, Page.
Schillings, In Wildest Africa, Harper.
Hepburn, Story of an Outing, Harper.
Hunting in British East Africa, by Madeira, Lip-
pincott.
Scull, Lassoing Wild Animals in Africa, Stokes.
Dugmore, Camera Adventures in African Wilds,
Doubleday, Page & Co.
Wright, Dodge City, the Cowboy Capital.
Williamson, The Heather Moon.
Coles, Encyclopedia of Dry Goods.
Gunter, A Florida Enchantment.

McDevitt-Wilson's, Inc., 30 Church St., New York
Smith, Village of Vagabonds.
The Cherry Ribband, Crockett.

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Encyclopedia Britannica, Cambridge edition, cloth.
Sturgis, Russell, Dictionary of Architecture and Building.
Tasso's Jerusalem, English translation, Fairfax.
Rossiter Johnson, Author's Digest.
The Return of Native, W. S. Mayo.
New International Encyclopedia, Dodd, Mead.
Earle's Olde Time Gardens, Large Paper Limited ed.
Sidney Grenbie, Japan, Real and Imaginary.
Gleyerman and Drabbe, Translated Works.
Catholic World, August 1919, vol. 109.
Back numbers London Bookman since 1910.
Forum, volume 47.
North American Review, July 1919, July 1910, December 1910.
Education for January, 1901.
Fors, Clazigera, good edition.
Gibbon's Rome, with Milman and Guizot notes, large type.
Grant Allen, Dumaresq Daughter.
Grant Allen, An African Millionaire.
Grant Allen, This Mortal Coil.
Book of Knowledge.

J. B. McGee, 176 West 81st St., New York

Jones, Industrial Crisis.
Stevenson, Child's Garden of Verse, N. Y., 1895.
Stevenson's Essays and Criticisms, Boston, 1903.
Thoreau, Yankee in Canada, 1866.
Thoreau, Miscellanies, 1894.

John T. McIntyre, 1726 Chestnut St., Philadelphia

McGuffey's Readers, about 1873.
Iconoclasts, Jas. Hunecker.
Melomaniacs, Jas. Hunecker.
Visionaries, Jas. Hunecker.
Egoists, Jas. Hunecker.
Huckleberry Finn, Am. Pub. Co., 2d.

John Jos. McVey, 1229 Arch St., Philadelphia

Hance, Commercial Photography, published by Abel.

Macauley Bros., 1268 Library Ave., Detroit, Mich.

History of Detroit, Farmer.
Dr. Kane's Arctic Exploration.
Three Years of Arctic Service, Greely.
Children's Hour, Subscription set, 15 vols.
Sets must be in good condition.
Harvard Classics, must be in good condition.

R. H. Macy & Co., Book Dept., New York

Journal of the De Concours, in English.
Les Caves du Vatican, by André Guide.
Over Bemertons, by E. V. Lucas.

Madison Ave. Book Store, Inc., 575 Madison Ave., New York

The Water Garden, Wm. Tricker.
North American Trees, N. L. Britton.
Farm Forestry, Alfred Akerman.
Handbook of Poisonous Plants, L. H. Pammel.
Romance of Our Trees, E. H. Wilson.
Ideal, by Baker.
Book of the Iris, Lynch.
The Genous Iris, by Dykes.
Bulbous Irises, by Foster.
Inbreeding and Outbreeding, by East & Jones.
With Edged Tools.
Melody of 23rd Psalm, by Warner.
Apuleius in Born Library.

Joseph A. Margolis, 117 East 28th St., New York

Hearn, Some Chinese Ghosts, Kokoro.
Hearn, Exotics and Retrospectives.
Hearn, In Ghostly Japan, Shadowings.
Hearn, Japanese Miscellany; Kwaidan.
Hearn, Japan: An Attempt at Interpretation.
All first editions.

L. S. Matthews & Co., 3563 Olive St., St. Louis, Mo.

Brown & Zoe, Anat. and Phys. Eye.

Isaac Mendoza Book Co., 17 Ann St., New York

Ovid, Art and Remedy of Love.
Bennett, Steam Navy of the U. S.
Hamilton, Theory of the Theatre.
Beveridge, Life of Marshall.
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The W. H. Miner Co., Inc., 3518 Franklin Ave., St. Louis, Mo.

Adams, Marshall, House of Hidden Places, Any-
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Rosenthal, Spanish Method.
Gore, Foundations of Morality.
Abbott, E. A., Onesimus.
King, American Obstetrics.
Jordan, Kate, Creeping Tides.

The Missouri Store Co., Columbia, Mo.

Darwin, Descent of Man.
Set Emerson's Works.

Edwin Valentine Mitchell, 27 Lewis St., Hartford, Ct.

Thomas Carlyle, vols. 3 and 4, Froude & Scribner.
Painted Veils, Himeker, Boni & Liveright.
Walks in South Eastern France, Hare.
Education of An Artist, C. Lewis Hind.
Letters Edward Fitzgerald, edited by W. W.
Wright, Macmillan, 2 vols.
Over the Nuts and Wine, Barry Grey.
American Glassware, Barber, 3 copies.
Golden Maiden and Armenian Seckleman Folk
Tales, Herman Taylor Co.
Famous Trials 19th Century, Atlay, 1899, 2 copies.
Luck of the Vails, E. F. Benson.
Bulkeley Genealogy.
Barndoor and Byways, Eaton, Small, Maynard.
Wheel of Time, Henry James.
Journal to Stella and Letters Swift.
Boys and Men, Holbrook, Scribner.
Year of Ideals, Porter, Pilgrim Press, leather pre-
ferred.

Recent Hunting Trips British North America,

Selous, Scribner.
Wild Apples, J. R. Foster, Sherman French.
Neighbors of Yesterday, J. R. Foster, Sherman
French.
Life of My Heart, Cross M. Kennerley.
Souls Pilgrimage, Miel Jacobs.

The Morris Book Shop, 24 No. Wabash Ave., Chicago

Primitive Midwifery, Engleman.
Stead, The Maiden Tribute.
Lydston, Diseases of Society.
Lydston, Over the Hookah.
Lydston, Blood of the Fathers: a play.
Lydston, Poker Jim.
Ingoldsby Legends, Porter and Coates.

John J. Murray, Bookseller, 2, Alexandra Park
Gardens, Glasgow

The New Recolta, A Collection of Catholic Prayers,
published by order of Pope Leo XIII, Cunningham,
Philadelphia, 1898, later edition would suit, 2 copies.
Perrier, Revival of Scholastic Philosophy.

Newbegin's, San Francisco, Cal.

History of the Donner Party, McClurg & Co.
Annals of San Francisco.
Jarves' History Sandwich Islands.
Hiram Bingham, Residence in Sandwich Islands.
Campbell's Voyage Around the World.
Narrative of Five Youths of the Sandwich Islands.
Early California items.
Early Hawaiian items.
Thurms Annual, all.

New York State Library, Albany, N. Y.

Zahn, Introduction to the New Testament, one vol.
edition.

The Norman, Remington Co., Charles St., Baltimore,
Md.

Anderson, Romance of Friar and Nun.
Payne, Cruise of U. S. Dixie.
Hone, Diary, 2 vols.
Bryce, Romantic Settlement of Lord Selkirk's Colon-
ists.
Lowe, Chats on Old Lace and Needlework.
Hello, Studies in Saintship.
Lewis, Bibliography of Bks. on Engravings.
Anstey, Vice Versa.
Who's Who in Canada, 1921.
Encyclopaedia Britannica, 11th ed.
James, Castle of Ehrenstein.
Wines, E. C., State of Prisons and Child-saving
Inst. in Civilized World, Wilson, 1880.
Recollections of Gen. R. E. Lee.

BOOKS WANTED—Continued

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Batten, Relief of Pain.
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Burgess, Function of Socialization.
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Return of Peter Grimm, Novelized from Play by David Belasco, ill. by John Rae.
Books on Descriptions of Historical Costumes with or without illus.
Brunkhurst, Window in the Fence.
Nature Essays trans., Goethe.
Darwin, Formation of Vegetable Mould through the action of Earthworms.
Mosby's Rangers, 2nd ed.
Garshin, The Signal.
Whitcomb, Literary Source Books of German and Italian Renaissance, 2 vols.
Conn, Bacteria in Milk.
Cushing, Pituitary Body.
Elliott, Cause of Social Evil.
Herter, Common Bacterial Infections of Digestive Tract.
Herter, Infantitism.
C. Norton, Modern Yeasting and Distillation.
L. Monzert, Practical Distiller.
J. Rack, The French Wine and Liquor Manufacture.
Jos. Fleishman, The Art of Blending and Compounding Liquors and Wines.
P. Lancour, Manufacture of Liquors, Wines and Cordials without Aid of Distillation.
S. Young, Fractional Distillation.
Matthews, C., Manual of Alcoholic Fermentation and Allied Industries.
Hall, The Distiller.
McKim, Soul of Lee, Longmans.

Ernest Dressel North, 4 East 39th St., New York
Cunningham, Life of West.
Founillee, Education from a National Standpoint.
Hardy, First Editions.
Harte, Bret, Lost Galleon.
Harte, Bret, Plain Language from Truthful James.
Harte, Bret, Heathen Chinese.
Harte, Bret, Pliocene Scull and any first edition.
Masters in Art Series.
Moore, Avowals.
Pater, Marius the Epicurean, 2 vols., 1885.

The Olde Booke Shoppe, 509 Royal St., New Orleans,
Horace Walpole, Letters.
Lady Mary Wortley Montague, Letters.
Charles Lamb, Works, ed. Lucas, octavo.
Everyman's Encyclopedia.
Pliny's Natural History, Bohn Library.

Thos. Perkins, 79 Milk St., Boston, Mass.
Cleveland, In the Forecastle, 1876(?).
Whaling, any books on.

The Pettibone-McLean Co., 23 West Second St.,
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Crile, Man an Adeptive Mechanism, 2 copies.
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Set Froissart's Chronicles, Lamb ed.
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Lincoln's Love Story, Eleanor Atkinson.
Lossing, Field Book of the Revolution, vol. 2.

C. S. Pratt, 161 Sixth Ave., New York [Cash]
Renwick, First Principles of Chemistry.
Churchill, The Magic Seven, Occult.

Pratt Institute Free Library, Brooklyn, N. Y.
St. Nicholas, January, 1920, 2 copies.

Presbyterian Board of Publication, 125 No. Wabash
Ave., Chicago

Frey, Scripture Types and Metaphors, 2 vols.
Monser, J. W., Encyclopedia of the Evidences.
Presbyterian Board of Publication, Witherspoon
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Wells, Broken Pottery.

Presbyterian Bd. of Publication—Continued

Library of Original Sources or Documents Modern
Eloquence.
Ridpath's History of the World.

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The Growing World, Dr. O. Phelps Brown.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

Lange, Coal Tar and Ammonia, 3 vols.

Princeton University Library, Princeton, N. J.
Report of the First Pan American Commercial Conference.

Ewart, J. C., Penycuik Experiments, Lond., 1899.
Pyraft, W. P., Courtship of Animals, 1914.
Savage, James, Genealogical Dictionary of the first
settlers of New England, Bost., 1861, vols. 1 and 2.
Horne, T. H., Outline for the Classification of a
Library, 1825.

Hadley, Baccalaureate Address and Other Talks.
Hibbard, New Proofs of the Soul's Existence.
O'Connor, Travels in the Pyrenees.
Lawson, The Buried Ideal.
Bennett, Accounting Principles and Practice.
Grant, Accounting for Contractors.
Weaver, Choosing a Career.
Lilly, Wm. S., First Principles in Politics, N. Y.,
1899.
Whiffen, Thomas, The Northwest Amazons, N. Y.,
1915.

Putnam's, 2 West 45th St., New York
Indian Basket Weaving, Navio School.
Bigelow, Retrospections, 5 vols.
McGinnis, Yarn of the Yampa.
Address of the Governors of the New York Hospital
to the Public, in relation to the Asylum for the
Insane at Bloomingdale, 1821.
Calhoun, Works, 6 vols., 1853.
Roosevelt, Progressive Principles.
Elliott, Mother Goose with Music.
Muntz, Raphael.
Joline, Meditations of An Autograph Collector.
Davis, Alamanzar.
Aksakov, Russian Gentleman.
Parry, Bach.
Sewell, Amy Herbert, Faneton Parsonage.
What Never Happened.
Browning, R., Works, vols. 3 and 4, N. Y., 1894.
Tennyson's Works, vol. 4, N. Y., 1896.
Masher, Essentials of Extempore Speaking.
Parsons and Hicks, Extempore Speaking.
Agnes Tobin, Tr. of Petrarch's Sonnets.

Peter Reilly, 133 N. Thirteenth St., Philadelphia
Marshall's Comedy of Convocation.

Fleming H. Revell Co., 158 Fifth Ave., New York
A Quaker Grandmother: Reminiscences of the author
of The Christian's Secret of a Happy Life, by
Ray Strachey, pub. Revell in 1914, 10 copies.

E. R. Robinson, 410 River St., Troy, N. Y.

Reynolds, J., Works edited by Burnett.
Burnett, J., Notes on Art.
Haggard, R., Nada the Lily.
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Christ the Spirit; An Attempt to State Primitive
View of Christianity, 1861.
Remarks Upon Alchemy and the Alchemists, Boston,
1857.

Dearborn, Uncrowned: A story of Queen Elizabeth's Times.

Pember, Earth's Earliest Ages.

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Augustine, City of God.

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Scientific American, 233 Broadway, New York

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ley and Byron.

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Valentine's Manual, 1844-45.

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Book of the Dead, vol. 3.

Short, On the Making of Etchings.

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 Williamson, Miniature Painters, Imp. 8vo.
 Stewart, A. T., Catalogue, limited 100 copies.
 London Art Journals, Virtue & Co., 1882 to 1913, also 1911, 1912, 1913.
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 Lebon, Psychology of Peoples.
 Oliver, Plant Culture.
 Shillaber, Cook Book, 1887, Crowell.
 Turner, Fruits and Vegetables under glass.
 Voyages of Others and Wulfstan, ed. Bosworth, 1855.

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 Frazer, James G., Magic Art and the Evolution of Kings, vols. 1-2, Golden Bough Series.
 The Temple Review, 5513 Larchwood Ave., Philadelphia, Pa.

Apocryphal Writings of Systiguint Verson.
 Gospel Talks, etc., H.M. Wharton.
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 Any, Rev. Richard Newton, D. D.
 Writings by Melville of the Church of England.

Mr. Thaler, 521 Ralph Ave., Brooklyn, N. Y.

Natural and Social Morals, pub. Adam, Charles & Black, London, 1909.
 Metaphysics of Nature, Read, pub. Macmillan Co

L. M. Thompson, 29 Broadway, New York

English Notes, Boston Daily Mail Office, 1842.

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 Cotter, Authentic History of the U. S. Steel Copn.
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 De Beauchesne, Louis XVII—his Life, his suffering,
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 Chatterton, Fore and Art.
 Dana, Two Years Before the Mast, first edition.
 Hard, Mushroom, Edible and Otherwise.
 Souvenir Serge de Diaghileff's Ballet Russe, 1916.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

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 Old Charges of British Freemasons, Hughes.
 Sketches in Lavender, Blue and Green, Jerome.
 Novel Notes, Jerome.

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The History of the Typewriter, by Carl George
 Mares, published by Guilbert Pitman, 1909, 85
 Fleet Street, London, E. C.

George Wahr, 103 No. Main St., Ann Arbor, Mich.
 Parson's Pathology of the Eye.
 Posey, & Spiller, Eye and Nervous System.

Edwin C. Walker, 211 West 138th St., New York
 Dinwiddie, Porto Rico, Its Condition and Future.

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 ard Eaton.

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 Newsholme Vital Statistics.
 Life, August 28, 1913.
 Hearst's Magazine for July, 1913.

Frank J. Wilder, 28 Warren Ave., Somerville,
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Boyd's Crime of the Wanderer in So. Seas.
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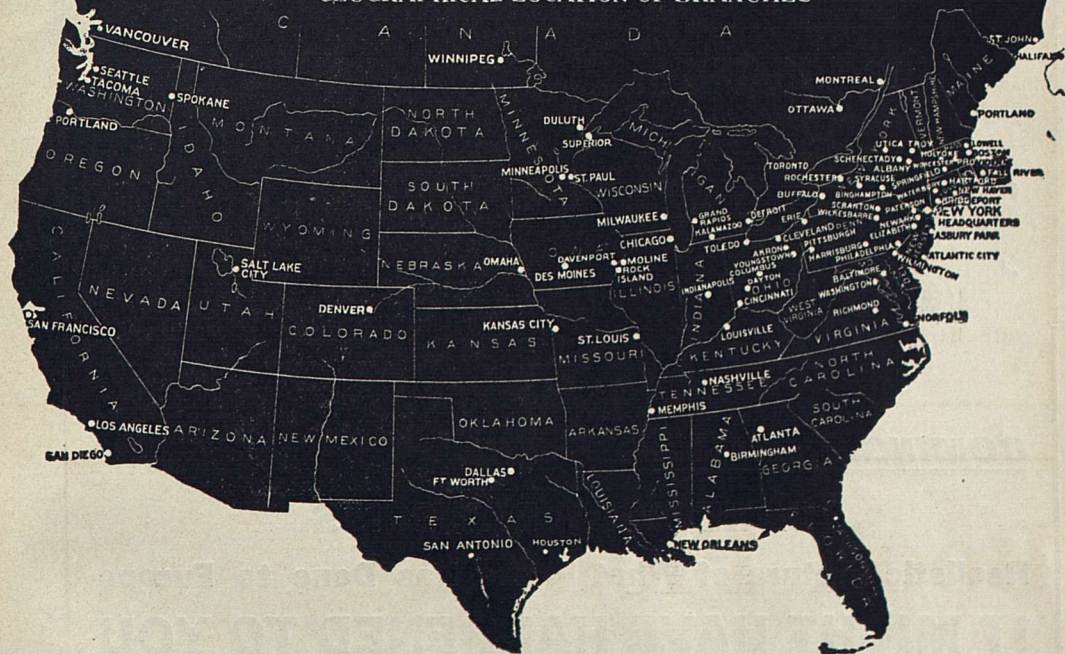
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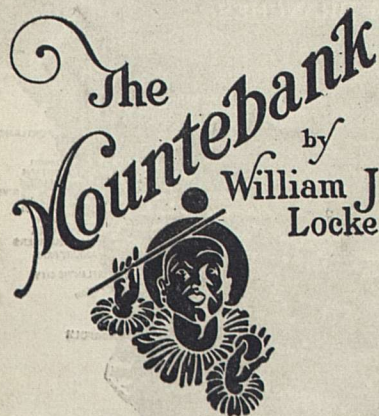
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